

Caffeine Free



This is Refreshment

THE JERUSALEM POST

Call the States.

From Israel, just dial:
177-100-2727



VOLUME LXIII, NUMBER 19234

MONDAY, MARCH 25, 1996 • NISSAN 5, 5756 • THU AL-QADAH 6, 1416

NIS 4.20 (EILAT NIS 3.60)

65% turnout for Meretz primaries

MICHAL YUDELMAN

THE votes in Meretz's primary election were still being counted late last night and final results were only expected before dawn this morning. Meretz is to present its new Knesset list at a press conference at 11 a.m. today.

The voter turnout was estimated at 65 percent, despite the stormy weather which Meretz leaders feared would deter many voters from venturing out to the polling stations.

Senior party sources predicted last night that Meretz's new Knesset list would be almost identical to its present one - with the exception of retiring Ministers Shulamit Aloni and Yair Tzaban - providing the party maintains at least 10 seats.

Meretz's 205 polling booths throughout the country closed at 10 p.m. and the votes were counted at Ramat Efal.

The counting took all night due to the complicated voting system, in which party members were required to vote for 30 candidates on three different lists - the Citizens Rights Movement, Mapam, and Shmini.

The primaries were further overshadowed by public opinion polls' predictions of a drastic drop of up to 50% in Meretz's power in the next Knesset.

Meretz chairman Environment Minister Yossi Sarid arrived at the counting center in Ramat Efal last night after voting at the party's branch on Brenner Street. He expressed optimism as to Meretz's results in the general elections, despite the pessimistic polls, because, "More than any other party, Meretz has realized its platform and commitments to the public."

He was accompanied by his wife, Dorit, who had prepared the list of recommended candidates - and who brought Sarid's identity card, which he had forgotten at home.

"Don't you know that she is the one who tells me what to do?" Sarid joked with journalists at the polling station.

Communications Minister Shulamit Aloni, Meretz's former chairwoman who retired from the party a few weeks ago, came to cast her ballot at Meretz's Herzliya branch.

She called on all party members to use their right to vote for the party's new leadership and Knesset members, expressing distaste for election "deals" of any sort.

Referring to Meretz's drop in the polls, Aloni noted that, when she headed the Meretz list in the last elections, the party got 12 mandates.

"But I believe Meretz will recover its strength," she said. "The public will realize the need for a strong, fighting left-wing party which will serve as a compass for the public's conscience and for the principles we believe in."

Although she, too, forgot to bring her identity card, after a brief consultation the election committee allowed Aloni to vote. The committee also had to explain the intricate voting system to her.

Call and Speak Your Mind

Every Night Sunday - Thursday, 8:30-9:00 p.m.

on SHEILA'S SHOW Radio 101 FM

Call 02-410848, 410852, 410854

Monday, March 25
Casting your ballot
Vote Siberia for Jerusalem 3000

Radio Jerusalem, 25 Rahov Shechural, Jerusalem 91160, Fax: 02-429222

Barcode: 25031003



Meretz leader Yossi Sarid places his ballot during the party's primary vote yesterday. (Dan Orenskyver/Israel Sun)

Peres: Closure extended until terror threat ends

DAVID MAKOVSKY

PRIME Minister Shimon Peres notified the cabinet yesterday that he is extending the closure as long as there are warnings of impending terror attacks and the Palestinian Authority has not tracked down wanted fugitives.

It is generally assumed that the closure will be maintained until at least after the elections.

Peres did announce, however, that the closure will no longer extend to Palestinian fishermen, who fish off the Gaza coast.

Peres also said food and medical products are now entering the Gaza Strip uninterrupted.

Environment Minister Yossi Sarid said the closure should not be universally imposed, and Palestinian workers who have a long proven record of nonviolence should be permitted in.

Only Hamas can benefit from a system of 70 percent unemployment in the territories, Sarid said.

Western diplomats said that apart from being able to work in Israel, Palestinian unemployment in the territories has increased since Israel has reduced the amount of cement allowed into Gaza by 90 percent, paralyzing Gaza's construction industry.

The amount of cement was reduced because it takes the IDF a long time to check every truck entering the territories.

Sarid also complained that sick Palestinians are denied entry for treatment.

"A thousand times I've raised the issue of medical treatment during a time of closure. A thousand times I was assured this was being taken care of, but nothing was being taken care of," Sarid declared.

Education Minister Amnon Rubinstein said that it is precisely humanitarian provisions such as aiding the sick and enabling foodstuffs to enter the territories which are the best guarantee that the closure will not be short-term, but a durable long-term policy evolving into separation, complete with borders.

Cabinet approves Yatom as new head of Mossad

DAVID MAKOVSKY

THE Mossad came in from the cold yesterday, as the name of its new head, Maj.-Gen. Danny Yatom, was not only approved by the cabinet, but is now permitted to be made public.

The break in the taboo came in the aftermath of the *Ha'aretz* daily's decision to disregard censorship last week, which banned publication of the head of the Mossad's name as a state secret.

Ha'aretz said it is anachronistic for the Israeli public not to know his name, which has been published abroad and is known by Israel's enemies.

Yatom, 51, who served 33 years in the IDF, is completing his assignment as military attaché to Prime Minister Shimon Peres (the same job he performed for his predecessor, Yitzhak Rabin).

Yatom also served two stints as head of the Central Command and was also head of the IDF Planning Branch.

Early in his career, he was a member of the General Staff's elite commando unit, Sayeret Matkal. In that capacity Yatom participated in the storming of a hijacked Sabena airliner in 1972, where hostages were freed. Both Foreign



Danny Yatom will take over the Mossad after 33 years of IDF service. (IDF Spokesman)

Minister Ehud Barak and Likud leader MK Binyamin Netanyahu were in the unit at the time.

Peres also broke with another tradition recently by announcing the name of the new head of the General Security Service, former navy chief Ami Ayalon.

Israeli official to visit Pollard

HILLEL KUTTLER WASHINGTON

JONATHAN Pollard was due to receive his first visit from an Israeli official since being sentenced to life imprisonment for passing navy documents to Israel a decade ago.

At press time, an official of the consulate-general in Atlanta - Eitan Surkis-Almog - was en route to the federal prison in Butner, North Carolina, where Pollard is incarcerated. An embassy official said visits to Israeli inmates in the Diaspora are common before Passah.

Pollard's lawyer, Larry Dub, recently approached Ambassador Itamar Rabinovich with the request, on the grounds that Pollard was granted Israeli citizenship last year, the official said.

A senior Clinton administration official said that President Bill Clinton has no plans to grant clemency to Pollard.

Leon Panetta, White House chief of staff, said on CNN's *Late Edition* program that "our position on Pollard has not changed."

He said the Almog's visit to Pollard was arranged through prison officials, not the White House.

"I don't think it represents a change" in position, Panetta said.

Pick this year's NCAA Basketball Champion and win a FREE evening for two at The Wingate Golf Instruction Center and Driving Range at The Wingate Institute. See Sports page for details.

Barak favored to top today's Labor poll

MICHAL YUDELMAN

A TIGHT race between Interior Minister Haim Ramon and Foreign Minister Ehud Barak for the No. 2 slot in the Labor List behind Prime Minister Shimon Peres is expected to highlight today's party primaries.

Labor is expected to fire the opening shot in its election campaign tonight at its primaries' tabulating center at the Tel Aviv Fair Grounds, with the slogan "A strong Israel with Peres."

According to unconfirmed reports, this slogan was the favorite among Labor's campaign staff. It will be published in newspaper ads from today on, along with other slogans, to gauge the public's reaction.

The most intense battle in Labor's primaries is being waged between Ramon and Barak, both of whom are determined to be elected No. 2 on Labor's list.

The tension between the two peaked last night with the release of a Rafi and Hanoch Smith poll on Channel 1's *Mabat*, grading Barak as second on the list, with Ramon third.

They are followed in the poll by Yossi Beilin, Uzi Baran, Binyamin Ben-Eliezer, Avraham Shohat, Efraim Saeh, David Libai, Ori Orr, Ora Namir, Shevah

Weiss, Moshe Shahal, Hagai Morom, and Dalia Itzik.

Some 250,000 Labor Party members are expected to vote in the primaries today, in 1,200 polling booths at 800 locations throughout the country.

Peres and most primary candidates plan to arrive for the vote count, where the slogan will be presented, probably together with a campaign jingle, in a media extravaganza.

Labor's campaign, which will officially begin only after the primaries, will focus on convincing voters of the strength and security which Peres represents and intends to preserve after the elections.

Exhausted primaries candidates feverishly continued making telephone calls and swings throughout the country for meetings with party members yesterday, in last-minute efforts to improve their chances.

Most candidates said the primary system is flawed and promised that if elected, they would act to have it changed to open primaries.

Over the past few days, Peres and other Labor ministers have called on party activists and "vote contractors" to elect candidates of Sephardi origin,

especially Deputy Foreign Minister Eli Dayan and Prof. Shlomo Ben-Ami to the Knesset list.

According to certain public opinion surveys, the first nine candidates on Labor's list are expected to be of Ashkenazi origin, except for slot seven, which is reserved for party secretary-general Nissim Zvilli, who was born in Tunis.

Iraqi-born Housing Minister Binyamin Ben-Eliezer is ranked No. 10 in the surveys.

The party leadership fears that an inadequate representation of Sephardi - especially Moroccan - candidates will be detrimental to its election chances.

Lists of recommended candidates were also circulated by various bodies, such as the unions of the Israel Electric Corporation, Israel Aircraft Industries, Rafael, and Egged.

Ramon's name was excluded from the IAI list. Senior Labor activists in the Histadrut also threatened to "take revenge" on Ramon for "ruining" the Histadrut by excluding him from the list of recommended candidates issued to thousands of Histadrut activists.

MK Gedalya Gal's name does not appear on the IEC list, because he opposed the Electricity Law.

Labor List, Page 2

US urging Morocco's Hassan to visit Israel

DAVID MAKOVSKY

THE US has pledged to urge Morocco's King Hassan II to visit here shortly, Deputy Foreign Minister Eli Dayan said yesterday. He denied such a visit aims to bolster Labor's electoral prospects.

"[Assistant Secretary of State for Near East Affairs Robert] Pelletreau said he would try his best to bring King Hassan here. We have not heard yet, but hope to get an answer in the next few days," Dayan said, adding he met with Pelletreau during President Bill Clinton's visit two weeks ago.

Dayan denied a Hassan visit would be aimed at bolstering Labor with floating voters, even though he was reported to have said a few days ago such a visit should be held before the elections. It is believed Yitzhak Rabin attracted many voters of Moroccan origin in 1992.

"A visit by Hassan transcends politics," Dayan insisted. "Rather, it would be a sign of normalization with the Arabs, which is needed to save the peace process. We have to combine a fight against terrorism with greater normalization. I also told Pelletreau that leaders or government ministers from any Arab country should visit, not just Hassan. I told him [Egyptian President Hosni] Mubarak should also visit, as should his ministers."

'CIA can't stop Libyan chemical weapons plant'

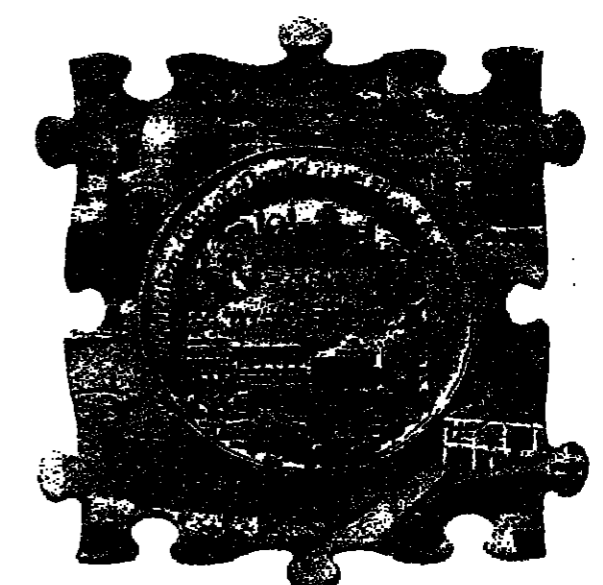
NEW YORK (Reuters) - Libya is building a facility described as the "world's largest underground chemical weapons plant" and the Central Intelligence Agency cannot stop it, a report in *Time* magazine said yesterday.

The plant is being built in the side of a mountain near the town of Tarhunan and only a direct nuclear hit on top of the mountain could destroy it, *Time* said, quoting CIA sources.

Time reported the plant could be operational by 2000.

"You can never stop anything like this," a US intelligence source said. "You only slow it down and buy time."

JERUSALEM'S 3000 YEARS ISRAEL'S ECONOMY IS ON THE MOVE



Foreign residents, tourists and Israelis permanently residing abroad: In addition to receiving expert advice and service when opening an account with us, you'll benefit from additional interest and exclusive gifts*.

- We offer these special terms:
 - Up to 0.4% additional interest on deposits of \$1000 and more (or the equivalent in other currencies).
 - No commission fees on transfers of foreign currency from other banks.
 - High yield medium and long-term deposits.
 - Substantial discounts on purchases of participation units in the Ilan Mutual Fund for foreign residents.

Open a new time account and enjoy special gifts:

A tree in your name planted in the Jerusalem Forest

A Jerusalem Medal when depositing US\$10,000 or more in a new account

Offer valid: from March 31 to May 3, 1996

* Subject to the campaign's rules.

FOREIGN CURRENCY LOANS TO PURCHASE REAL ESTATE IN ISRAEL applicable also to Israelis permanently living abroad. no guarantors required.

For further details, please visit any Israel Discount Bank branch or contact the Business Promotion & Marketing Department, 16 Mapu St., Tel-Aviv Tel: (03)5203198, Fax: (03)5242343. E-Mail: menegvision.net.il



ISRAEL DISCOUNT BANK

Hamas vows to attack Israel again

News agencies

Hamas vowed yesterday to attack Israel again, saying a crackdown on Palestinian Muslim militants after recent suicide bombings in Israel would not deter it.

Hamas also said Israel's moves to counter anti-peace attacks, including the collective punishment of Palestinians, blowing up homes of suicide bombers, and the closure of the West Bank and the Gaza Strip, could only breed more violence ahead of the May 29 elections in Israel.

"These policies are only creating more humiliation and bitterness... and therefore, no one can guarantee there will be no operation before May 29," Hamas spokesman Ibrahim Ghosheh, a Jordanian, told Reuters in an interview in Amman.

More than 1,500 activists and supporters of Hamas and Islamic Jihad have been arrested after 58 people were killed in four suicide bomb attacks in Israel in February and March.

"Hamas remains committed to its strategic and basic program of resisting the Zionist occupation," Ghosheh said.

Meanwhile, the Associated Press reported that the Palestinian Authority yesterday asked Jordan to urge Israel to ease the closure.

The state-run Petra News Agency said the request was made by Mahmoud Abbas, a top negotiator with Israel, to Jordanian Prime Minister Abdul-Karim Kabariti.

"We asked for Jordan's help to press the Israelis to alleviate the suffering of the people in the West Bank and Gaza," Abbas told Petra after talks with Kabariti.

"It said Kabariti told Abbas that 'collective punishment will hamper peace efforts in the region and will fuel sentiments of hatred.'"

The closure has been estimated to cost the Palestinians \$6 million per day and has caused a severe shortage in basic foodstuffs and medical supplies.



Wolf Prize laureates gather at the Knesset for the 17th award ceremony of the Wolf Foundation, which Dr. Ricardo Wolf and Francisca Sabirana-Wolf founded to promote science and art. President Ezer Weizman presented each winner with \$100,000 and a certificate. Among the winners are (from left) Samuel Danishefsky, US, chemistry; Gilbert Stork, US, chemistry; Gyorgy Ligeti, Germany, arts (music); Andrew Wiles, US, mathematics; Robert Langlands, US, mathematics; Morris Schautzer, Canada, agriculture; and Stanley Prusiner, US, medicine. (Isaac Harari)

One zone incident as troops remain on alert

DAVID RUDGE

IDF and South Lebanese Army troops remained on full alert in the security zone and along the northern border yesterday.

Only one incident was reported: Gummens fired anti-tank missiles at a SLA vehicle in the zone's eastern sector. There were no casualties or damage and IDF gummens returned fire.

Earlier, a news agency report from Lebanon claimed that at least four Hizballah gunmen had been killed on Saturday night by IDF tank and artillery fire near Roumane and Arab Salim villages north of the zone.

The IDF, however, denied any knowledge of the incident, and there was no confirmation of the report from any other source.

The relative calm that has reigned since the last wave of Hizballah attacks on Wednesday has not helped bring visitors back to the North.

Bialik Belsky, owner of the "Arizim" Hotel in Metulla, said he has had many cancellations because of the situation.

"Around 90 percent of those who made bookings have canceled and about 50 percent have canceled bookings they had made for Pessah. We had made special preparations for the holiday, which obviously cost a lot of money which it appears we won't recoup," he said.

"The media coverage, especially on television, of the tension in south Lebanon has caused more damage to tourism in the North than the terrorists have ever done. Even when Katyushas fell on Nahariya, we never had so many cancellations," he said.

"The problem is not just affecting us or Metulla, but the whole of the tourism industry in the north."

Olmert asks to ease closure

BILL HUTMAN

JERUSALEM Mayor Ehud Olmert yesterday called for easing the closure to allow Palestinians to work at factories in the city's Atarot industrial zone, which is north of the army checkpoint for the rest of the city.

Olmert told Deputy Chief of Staff Maj.-Gen. Matan Vilna, whom he accompanied on a tour of points along Jerusalem's border with the administered territories, that many factories at Atarot are not operating because of the closure.

"Palestinian workers could be allowed in Atarot, just north of the A-Ram checkpoint, in a manner that would not hurt security," according to Olmert. Vilna "seemed to comment on the proposal, saying only that it would be taken into consideration."

Meanwhile, Internal Security Minister Moshe Shabak yesterday inaugurated a central police garage at Atarot, an act he said was meant to show the government's intentions of holding onto even outlying areas of Jerusalem, such as the industrial zone.

Egypt condemns closure

News agencies

CAIRO - Egypt yesterday condemned the closure, saying that security concerns do not justify the "repressive Israeli practices" that have barred Palestinians from their jobs and led to food shortages.

A Foreign Ministry statement said Egypt is following "with deep concern the repressive Israeli practices against the Palestinian people and its collective punishment of Palestinians, which is against international law."

"Egypt rejects such measures and practices and calls on Israel to stop resorting to them."

The statement also said the restrictions are hurting the peace process.

Foreign Minister Amr Moussa told reporters late on Saturday that Israel's decision to freeze its withdrawal from Hebron and its moves to counter anti-peace violence could undermine Palestinian Authority President Yasser Arafat. He added that the suicide bombings were not sufficient reason for such measures.

"The closure must stop and it must be lifted. The Palestinian Authority is already carrying out security measures. Israel's fear that some elements who can carry out violence may slip out is a different issue from starving people," Moussa said.

"We are against everything that may [harm] the economy and the situation of people in Gaza and the West Bank. The closure around the Palestinian people must stop and we will all work to prevent it from happening again," he added. Regarding the decision to delay the withdrawal from Hebron, he said, "Israel's excuse for not pulling out of Hebron, because of the latest attacks, is incomprehensible. We are all against the obstruction of Israel's withdrawal from Hebron and we oppose a cosmetic pullout."

"The latest violence not only gives Israel an excuse to suspend its pullout and the peace process but also will also undermine Yasser Arafat, which is not in anyone's interest," Moussa added.

Yesterday, Moussa met with Saeb Erakat, a member of the Palestinian Council, to discuss the situation in the territories.

"The Israeli government is conducting organized terrorism against the Palestinian people," Erakat told him. "It is continuing its collective punishment."

He added that the practices violate the Oslo accords.

Talks save jobs of Beit She'an workers

DAVID RUDGE

THE jobs of nearly 200 Beit She'an workers were saved by top-level talks at the Prime Minister's Office last night, following a morning solidarity strike which shut down the town.

The Prime Minister's Office announced that the talks had resulted in a formula that would enable the Beit She'an archaeological site to be reopened to visitors as of today.

Workers have closed the site since last week to protest the proposed cutbacks.

In the talks between Histadrut officials and representatives of the workers and Zvi Alderod, director-general of the Prime Minister's Office, and other top officials, it was agreed to maintain the present format and number of workers at least until the end of the year, when the matter will be discussed again.

A statement issued after the talks said that any employee who wishes to resign would receive severance pay, and that the accord had been reached with the full agreement of the workers who, as a result, will immediately cease their sanctions.

Yesterday, demonstrators blocked all roads leading into Beit She'an in the morning and burned tires. Police, out in force, tried to persuade the workers to disperse peacefully. There were some scuffles until the roads were cleared, but police refrained from using force to disperse the protesters. The on-off blockage of the roads continued, despite heavy morning rain until the workers themselves dispersed to attend a rally outside city hall.

The rally was addressed by MK David Levy (Gesher), a resident of Beit She'an, and MKs Shaul Amor and David Mena (both Likud). Levy called on Finance Minister Avraham Shohat to find a solution that would enable the 180 people employed at the site to keep their jobs.

"In the absence of any new factories, industries or other places being opened in Beit She'an - and there hasn't been a new factory here for 15 years - this is one of the main sources of employment in the town," said Pinner Kabbalo, head of the Beit She'an labor council.

20 soldiers killed in accidents in '95

ARIEH O'SULLIVAN

LACK of discipline and aptitude is the main reason for training accidents in the IDF, Chief of Staff Lt.-Gen. Amnon Lipkin-Shahak said yesterday.

Speaking at the National Defense College, Shahak said the IDF had reduced the number of accidents in 1995 compared to the previous year.

According to IDF figures, last year there were 515 accidents in the IDF, resulting in the deaths of 20 soldiers; in 1994 there were 533, with 25 fatalities. Of last year's 159 training accidents, seven resulted in deaths; five in the air force and one each in the navy and ground forces.

"There is a great improvement," Shahak said. "I think that 1995 was one of the best years regarding the scope of accidents and their treatment. But as long as we have injuries, not enough is being done."

Shahak handed out awards for the safest units. First place among regular units went to the air force, followed by the engineers. The Gaza Division won first place among operational field units and the Armored Corps School was awarded top place among training units. Military Intelligence won first place among support units.

AEC denies employees have higher risk of cancer

LIAT COLLINS

THE Atomic Energy Commission last night repeated its commitment to the safety of workers at the Negev Nuclear Research Center and the residents of nearby towns following Channel 1's investigation into the center and nuclear reactor.

According to the *Second Look* program, more than 140 people are suing the Atomic Energy Commission for compensation for cancer they claim was caused by their work at the country's nuclear research centers.

The Health Ministry carried out a comprehensive survey on the incidence of cancer among NNRC workers. The results showed no difference between the NNRC workers and the general population in similar sectors. It also found no difference in the figures for cancer among NNRC employees working with radioactive material and those in administrative positions. The survey was rechecked by an external specialist and found to be in order.

AEC spokesman Yitzhak Lederman said.

The National Insurance Institute recently broadened its criteria to recognize cancer as a work-related disease for radiation workers at the NNRC, he added.

Ramat Beit Shemesh for the Religious Public
Your golden opportunity to buy a beautiful and spacious apartment in Ramat Beit Shemesh. Sample prices:

- * 3 1/2 rooms - from \$115,000
- * 4 1/2 rooms - from \$144,000
- + large balcony & garden
- * 6 room cottages - \$175,000

All apartments include storage room and garage. Grants of up to \$16,000 for those entitled.

Take advantage of these opening prices - they won't be repeated!!
Not Real Estate. Tel. 02-375161 Fax: 02-375169
Listen to Arutz 7, 711 and 1143 AM, 105 FM

The Avin & Leonor Segal Library and Cultural Center of **The Shalom Hartman Institute** invites the public to

A PRE-PESACH STUDY EVENING
Tuesday, March 26, 1996

TEXT STUDY 7:30-9:45

ENGLISH:
Noam Zion A Guide for the Perplexed Seder Leader and a New Family Haggadah

HEBREW (parallel sessions):
Moshe Halberstal The Meaning of the Four Cups and the Maror
Shlomo Naeh Ma Nishtana - "Ma Nishtana?"

LECTURE (English) 9:45
David Hartman The Exodus from Egypt & the Rebirth of Israel: The Significance of their Respective Liberation Stories

20 Rachel Linnon (German Colony) tel. 02-6194189 7th floor 122001 20 1000 711 971

If the Nikkei Goes Up, You Profit
If the Nikkei Goes Down, You Can't Lose

CommStock offers you an investment that helps you breathe easy. Purchase shares in the Japan Guarantee Fund and enjoy the returns of the rising Japanese stock market without the risk of any capital loss should the market fall. The offshore mutual fund company guarantees you a return of at least the original nominal investment sum at the end of a three year period. And the investment can even be 100% financed with the fund as the full collateral.

You must invest by April 12th to benefit from this outstanding fund.

Act now! For further details, call Douglas Goldstein, Director of the Securities Division, at (02) 244-963, or send this coupon with no obligation, to CommStock Trading Ltd., POB 7777, Jerusalem 91077; Fax 02-244-876.

Please send me information about how CommStock can help me invest in the Japanese Guarantee Fund.

Name _____
Address _____
Phone (day) _____ (evening) _____

As with any investment, there are certain fees & risks associated. Any investment should only be made under the terms of the prospectus, a copy of which is available through CommStock. As a sales agent for offshore funds, CommStock cannot guarantee the accuracy or completeness of any information published by the fund companies, and this is not to be deemed an offer or solicitation on the part of CommStock. Qualified investors only.

CommStock Trading Ltd.
Jerusalem: City Tower, 34 Ben Yehuda, Tel. 02-244-963; Fax: 02-244-876
Ramat Gan: Beit Silver, 7 Abba Hillel, Tel. 03-575-8826/7

NEWS IN BRIEF

New Islamic party head freed after questioning
Palestinian security forces released the head of a new Islamic party, an offshoot of Hamas, a day after arresting him in connection with attacks against Israel, officials said yesterday. Foad Nahhal, of the Islamic National Salvation Party (INSP), was arrested early on Saturday when he returned to his home from a meeting with Palestinian Authority President Yasser Arafat.

"He was questioned about his involvement in attacks since his name was mentioned by some Hamas activists during interrogations," a Palestinian security official said. He said security officials concluded Nahhal was not involved in the attacks. *Reuters*

Palestinian group claims last TA bombing
A hitherto unheard of group yesterday claimed responsibility for the March 4 suicide bombing in Tel Aviv. The claim came in an Arabic language typewritten statement from a group calling itself Katsab Jundullah-Liwa al-Jalil, or Squads of the Soldiers of God-Galilee Brigade.

The statement, delivered by hand to wire service bureaus in Beirut, identified the suicide bomber as Ahmed Kassem Yakief, 23, of Samakh in pre-Israel Palestine.

The claim, which was accompanied by a color closeup photograph of the alleged bomber, could not be independently authenticated. *AP*

Orly Noah IDs husband as man who shot her
Herzl Noah, accused of attempting to murder his estranged wife Orly by shooting her in the head and chest, was remanded until the end of legal proceedings by the Tel Aviv District Court yesterday.

Orly Noah, recovering from serious injuries in Ra'anana's Beit Levinstein, was questioned last week by police in the presence of doctors and a psychologist. She identified her husband as the man who shot her while she was at work in a Ramat Hasharon leather goods store. She is expected to testify against Noah. *Raine Marcus*

American student indicted for murder
Arvin Johnson, 25, an American studying at Haifa University, was charged yesterday by Haifa District Court with stabbing to death his former girlfriend, Ganit Tzizman, on February 24.

The indictment stated that Johnson had decided to murder Tzizman after she ended their relationship in January and he unsuccessfully tried to change her mind. He is accused of premeditated murder, by stabbing her in the neck five times. *Itim*

Ministry prepares program to fight TB
The Health Ministry has prepared a national program to fight tuberculosis, whose incidence is increasing here and around the world. The ministry announced the program for World TB Day, which was marked yesterday. *Judy Siegel*

super charter Galilee Tours
THE LEADING COMPANY TO JORDAN AND EGYPT

MARCH SPECIAL OFFER

PETRA one day tour \$120
INCLUDES: ENTRANCE-FEE + THORSESIN PETRA LOCAL GUIDE AND LUNCH PER PERSON

JORDAN DISCOVERY \$349
4 DAYS / 3 NIGHTS B/B From \$349
VISIT: AMMAN, UM-QEIS, MADABA, MT. NEBO, WADI MUJIB, PETRA, JERASH.

EGYPT 4 DAYS / 3 NIGHTS \$125
VISIT: CAIRO, PYRAMYDS, EGYPTIAN MUSEUM
5 stars from \$76 per night
BUS ONE WAY TO CAIRO +30

FOR GROUPS CALL DORON AT 02-5253111
CALL-NOW 03-5252999

FOR FURTHER DETAILS, CALL ANY OF THE TRAVEL AGENTS.
GALILEE TOURS BRANCHES: TEL-AVIV, 42 BEN YEHUDA ST. JERUSALEM, 02-258886 TIBERIAS 06-720330 EILAT 07-335145

PRICE PER PERSON IN DOUBLE ROOM DEPARTURES ONLY IN MARCH NOT INCLUDE REGISTRATION FEE, TAX, TRIP VISA (DOES NOT INCLUDE HOLIDAYS)

NEOT HAKIKAR TOURING CO.

JORDAN
▼ Petra 2 days - \$169
▼ Jordan and Jerusalem 4 days - \$399 from Eilat

EGYPT
▼ Cairo Tours 2, 3 or 4 days from \$155
▼ Nile cruise 8 days in Egypt

SINAI EXPERIENCE
▼ Two days of camel riding, hiking and jeeps - \$125
▼ 1 week package - 4 days Sinai Safari + 4 nights Hotel in Eilat \$310 (until 31/05/96, foreign passport holders only)

02-236262, 03-5225099

SS race

ssan tomorrow

Labor's Jerusalem strongman allowed to run

rac!

Britain may slaughter herds to end 'mad-cow' disease

ALAN WHEATLEY
LONDON

THE British government said yesterday that it might slaughter part of Britain's cattle herd to root out "mad cow" disease, as fast-food giant McDonald's underlined a public health crisis by banning beef from its 660 restaurants in Britain.

Agriculture Minister Douglas Hogg gave the firmest indication yet that the government was prepared to take drastic action to repair a "grievous" blow to confidence from scientific evidence of a new human strain of the deadly disease.

"A slaughter policy is not excluded... Clearly that is a matter which we need to consider," Hogg told BBC television.

If a decision to slaughter was taken, older animals would be the focus because there have been very few cases of Bovine Spongiform Encephalopathy BSE, or mad cow disease in cattle over 30 months or in those born since the government banned offal in human foodstuffs in 1989, Hogg said.

"I certainly am focusing on the question of the older cow... I think that is the class of beast we should look at first."

Hogg was speaking after McDonald's, Britain's largest burger chain, dealt a new blow to the country's £4 billion (NIS 18.8 billion) beef industry already hit by slumping prices and an import ban by dozens of countries by taking beef off its menu.

McDonald's, which feeds 1.8 million Britons every day, said it believed British beef was safe but it could not disregard the growing unease of its customers.

"This is about public confidence, and I have to tell you that people are not feeling confident about British beef right now," Paul Preston, president of the British arm of the US-owned company, told Reuters.



Children line up for a lunch, including ostrich burgers, being offered by Avon Valley school in Rugby, central England. (AP)

McDonald's, which will have burgers made of Dutch beef back on sale beginning Thursday, imposed the ban without waiting for the outcome of a crucial week-end meeting of government scientists on the advice to give about the risks of eating beef.

"We certainly will consider any proposals that come to us from sources which have clearly given the matter considerable consideration," Hogg said.

Sir Richard Southwood, a leading expert on animal infection, recommended the slaughter of

more than one million cows about one tenth of the total herd born before 1990 to curb the risk of transmitting BSE to humans. "Serious consideration ought to be given to destroying all cattle born before 1990, when a lot of infected material was getting into

cattle feed," Southwood, who headed the government's first inquiry into BSE, told the *Mail on Sunday*.

Estimates of the cost of slaughtering the entire cattle herd range as high as £20 billion (NIS 94 billion).

Taiwan considers peace treaty with China

TAIWAN and China moved yesterday to defuse their worst crisis in decades as the people of this island savored the joy of anointing Lee Teng-hui the first directly elected leader in 5,000 years of Chinese history.

Premier Lien Chan said Taipei was "seriously" considering signing a peace treaty with China, and wanted to start negotiations immediately to pave the way for a bilateral summit.

China, which said its intimidation "dealt a heavy blow" to independence advocates on the island, also made its own conciliatory remarks, proposing a summit between China's communist leaders and their rivals on Taiwan.

Beijing's angriest words were directed at the United States, which dispatched to waters near Taiwan the biggest naval task-force seen in the region since the Vietnam War.

Lien, who was President Lee's running mate, told a small group of reporters: "As far as a peace agreement is concerned... we are

interested in thinking seriously about it and a lot of preparations need to be done for that."

In a goodwill gesture, China's Foreign Ministry spokesman, Shen Guofang, renewed a peace overture to Taiwan, split from the mainland since the end of the Chinese civil war in 1949.

"The two sides should make a high-level summit between their leaders," he told Reuters, opening the door to possible talks with Lee, the man China has identified as its arch-enemy.

As a carnival atmosphere swept Taiwan, the US congratulated President Lee Teng-hui for winning 54 percent of the vote on Saturday. Washington said it hoped the crisis would ease after the island's watershed presidential election.

In recent weeks, China has piled verbal and military pressure on Taiwan, including missile tests and maneuvers close to the island, to try to persuade the island's voters to shun notions of independence. It regards Taiwan as a renegade province. (Reuters)

16 guards dead in Libya prison riot, 400 inmates escape

SALLOUM, Egypt (AP) - Sixteen guards were killed in a prison riot in Libya and at least 400 prisoners mostly anti-government soldiers or Islamic militants escaped, according to reports reaching Egypt yesterday.

Travelers from Libya and Libyan opposition groups in Egypt said the riot took place last week at the prison at al-Kuwaitiya, which is about 20 kilometers northeast of the Mediterranean city of Benghazi.

Libyan army troops have been conducting searches for the escaped prisoners, many of whom are believed to have taken refuge in inland caves and mountains. The main coastal highway

between Benghazi and the eastern city Tubruk has been closed, the travelers said. They spoke on condition they not be named.

The prisoners are believed to be armed, and leaders of Libyan opposition groups in Egypt suggested they had received "help" from outside the prison. They too, insisted on anonymity.

Some of those who escaped are believed to have been arrested for coup attempts, the opposition leaders said. One alleged attempt, which was never independently confirmed, apparently occurred last month, they said. The other was in 1994.

There was no immediate comment from the Libyan government.

Iraqi opposition seeks unity to topple Saddam

DAMASCUS (Reuters) - Iraqi opposition leaders are planning two conferences in the Syrian capital next month to unify their ranks and agree a strategy to try to topple Iraqi President Saddam Hussein, opposition sources said yesterday.

They told Reuters that 11 opposition leaders representing the Islamic, Kurdish, national and democratic movements would meet on April 2 to prepare for a bigger conference, tentatively set for April 12, in which 40 leaders would take part.

Mashaan Jbouri, head of the Iraqi al-Watan (Nation) party, said in an interview that unlike previous meetings which failed to agree a joint stand, the April 12 conference "has good chances of success."

The conference will group the main movements opposed to Saddam who have often been at odds with one another.

These include the Supreme Council of the Islamic Revolution in Iraq led by Mohammed Baker Hakim, the Patriotic Union of

Kurdistan led by Jalal Talabani, and the rival Democratic Kurdistan Party led by Masoud Barzani.

Jbouri, a member of Iraq's minority Sunni branch of the

country, were not trusted and were not represented in the opposition. Now they will be represented," Jbouri said.

"Until now, the opposition did not use arms against each other because they assume power and to

was a good example for the Iraqi opposition to follow.

"We will propose a similar document in which all parties pledge not to use arms against each other because they assume power and to

hosting them.

"The country which gives an opposition representative shelter and which gives him his travel documents will try to impose its policy on him and therefore he will have little ability to resist."

Jbouri said he and other Sunni opposition leaders would attend the Damascus meeting including Wafiq Samera, former chief of Iraq's intelligence, and Salah Omar Ali, former member of the Iraqi Revolutionary Command Council and information minister.

Jbouri welcomed this month's defection to Jordan of Lt.-Gen. Nizar Khazraji, former chief of staff of the Iraqi armed forces, saying his desertion was a blow to Saddam.

"Saddam thought that by killing his two sons-in-law no other person would dare to defect," he said.

"We welcome Lieutenant Khazraji and consider his defection as a positive sign because it will encourage others to defect and not to link their fate to that of Saddam," Jbouri said.

Iraq holds elections in bid to help image

BAGHDAD (AP) Seeking to boost morale at home and improve its image abroad, Iraq yesterday held its first parliamentary elections since 1989 in balloting restricted to candidates loyal to President Saddam Hussein.

Many voters expressed the hope that a new parliament could help work toward a lifting of the comprehensive United Nations sanctions.

"Ending the embargo is the most important thing to us. We need food and medicine," said Karima

Hussein, a young woman who voted in the impoverished Saddam City area of the capital.

But the 250-seat parliament has no real power and invariably backs Saddam, who makes all important decisions.

All 689 candidates were approved in advance by a government screening committee, and were either members of Saddam's Baath Party or independents who pledged their allegiance to the 1968 coup that brought the party to power.

Moslem faith, said he believed there were several reasons behind the failure of the Iraqi opposition to form a strong force which could oust Saddam and take power in Iraq.

"The Sunnis, who have been ruling Iraq for over 70 years and who have great influence within

document to organize the opposition's activities and to serve as a reference if there was any dispute on any issue," he said.

He said the Taif agreement, which was signed by the Lebanese factions to end the civil war in 1990 and which was guaranteed by Syria and Saudi Arabia,

allow the Iraqi people to decide the shape of their future government through free democratic choice," Jbouri said.

Jbouri said he did not think there were differences among the opposition factions but the problems were rather the result of the influence exerted by the countries

One dead in Chechen rebel attack on Russian convoy

MOSCOW (Reuters) - Rebels attacked a Russian army convoy in the Chechen capital Grozny yesterday, killing one soldier and wounding three, Interfax news agency said.

It quoted officials at Russia's military command in Grozny as saying the rebels had opened fire on the 10-vehicle convoy in the Zavoisky region of the city at around 2 p.m. and were repulsed when the Russians shot back. It gave no other details of the clash, but said about 200 to 300 armed rebels were thought to be still in Grozny.

Interfax and Itar-Tass news agencies reported yesterday morning that six Russian servicemen had been killed and 20 wounded in clashes in the previous 24 hours.

Interfax quoted an official at Russia's military command in Chechnya as saying the Russians were continuing to blockade rebel groups in western and southwestern Chechnya around the villages of Bamut, Samashki, Goyskoye and Komsomolskoye.

Russian troops, sent to the southern region in December 1994 to try to quell an independence drive, clash daily with the separatist rebels.

Six dead and 20 hurt is slightly above the typical daily casualty toll since a much battered cease-fire was agreed last summer.

New Goebbels biography creates stir

NEW YORK - St. Martin's Press said it will release Holocaust denier David Irving's controversial new biography of Joseph Goebbels, although there have been numerous protests since an advance review in *Publishers Weekly* said the book blames the Jews for provoking Nazi brutality. Publisher Thomas Dunne said the book was not sym-

pathetic to Goebbels.

"Nazi brutality is almost always retaliation for the plots of international Jewry and the criminality of domestic Jews," the *Publishers Weekly* reviewer said in the account of the book, titled: *Goebbels: Mastermind of the Third Reich*. "There is always, in Irving's own words, a 'Jewish problem' that

Goebbels struggles to solve," wrote the unidentified reviewer, who called the book "repellent."

"We would hope that you will at least characterize the book as a work of fiction," Abraham Foxman, national director of the Anti-Defamation League, said Friday in a letter to St. Martin's. Marilyn Henry

Learning about ART - How to LOOK and how to DO IT

This lively, informative series of books give budding artists all they need to get started, with professional step-by-step demonstrations. Each volume with numerous full-color illustrations, softcover, 112 pp., 18 X 28cm (7 X 10 1/4")

- How to Paint in OIL
- CREATIVE WATERCOLOR
- How to Paint BUILDINGS
- How to Paint LANDSCAPE
- LIGHT AND SHADE
- First Steps in PAINTING
- HUMAN ANATOMY
- How to Paint with MARKERS

JP Price NIS 38 each; 2 for NIS 68

COMPOSITION: The essential guide to the theory and techniques of pictorial arrangement and balance by Sarah Kent

This volume in the EYEWITNESS ART series from Dorling Kindersley presents the principles of composition and explores different ways of dividing up the canvas by illustrating each type of composition with reproductions of famous paintings.

JP Price NIS 75

IMPRESSIONISM
EXPRESSIONISM
SURREALISM
CUBISM
FAUVISM

MATISSE MIRO KOKOSCHKA CHAGALL

The Abrams/Cameo GREAT MODERN MASTERS Series presents hardcover, large format art books of 20th century masters; beautiful full-color plates, explanatory text. 64pp JP Price: NIS 58 each

To: Books, The Jerusalem Post, POB 81, Jerusalem 91000
Please send me the following titles. All titles subject to availability.

Title: _____ Price: _____

For door to door delivery (where available) please add NIS 15 per order.
Enclosed please find my check payable to The Jerusalem Post or credit card details:

Visa ISMCD Diners AmEx

No. _____ Exp. _____

Name _____

Address _____

City _____ Code _____ ID No. _____

Tel./Fax (day) _____ Signature _____

SUBTOTAL: _____

MAILING: NIS 5 for 1 book; 9 for 2 or more

TOTAL: _____

All You Should Know About Jerusalem

3000 Years in One Volume

In Whose Jerusalem Elyahu Tal boldly tackles the controversial issue of Jerusalem and presents the many facets of its history, religion, demography, archeology, tourism, education, culture and health. All in all, an extensive 330-page source book with a compendium of 265 quotations and a chronology of 375 dates.

Hardcover, richly illustrated deluxe edition. "A veritable treasure-trove of facts and figures including some untold stories. No book like this on the market." Teddy Kollek.

"Jerusalem explored and expounded from almost every possible angle." Mayor Ehud Olmert.

"A must read for every Christian." Sister Dr. Rose Thering.

JP Price NIS 99.00 plus delivery costs

To: Books, The Jerusalem Post, POB 81, Jerusalem 91000, Tel. 02-241282.

Please send/driver Whose Jerusalem. Enclosed is my check payable to The Jerusalem Post or credit card details for:

NIS 109.00 inc. postage
 NIS 115.00 for door-to-door delivery
 NIS 139.00 for overseas air mail

Visa Isracard Diners

CC No. _____ Exp. _____

Name _____

Address _____

City _____ Code _____

Tel. (day) _____ ID No. _____

Signature _____

*Please list gift-recipients names and addresses on a separate sheet of paper.

מכרזת התשלום

Dear IPO: You've grown!

THE answer, says American conductor David Zinman, is blowing in the winds.

When asked how the Israel Philharmonic Orchestra has changed since he last led them in 1978, Zinman especially notes improvements in the sections that depend on lung power.

"It's a different orchestra, and much younger. They seem more disciplined now. The winds and brass are better, and the strings still have the same beautiful sound I remember from 18 years ago."

Zinman is making a rare detour from his well-worn Baltimore-Zurich travel route to guest conduct the IPO. The 60-year-old music director of the Baltimore Symphony Orchestra since 1985 assumed the same position with Zurich's Tonhalle Orchestra at the beginning of this season. This leaves very little time for any other orchestra.

He came here simply because

"Avi [Shoshani, IPO secretary general] asked me and so I said, 'I'll come.'"

"It's nice to come back and see how Israel and the orchestra have changed and to express my solidarity with them. You must realize that one does not come here for money, so it has to be for love," he said Friday afternoon after leading the IPO at the Mann Auditorium.

Like the parent of two children, Zinman shuns any public preference between the two orchestras for which he is music director.

"They are very different, yet both are very enthusiastic and young enough that you can still mold them. They are not biased in any way, both have very good

halls."

The financial situation in the US makes it unclear whether he will stay in Baltimore past his current three-year contract. "I will stay as long as they maintain the orchestra in its current state."

As a music director, Zinman often finds it difficult to get the conductors he wants to appear with his orchestras. "Finding really good guest conductors is getting harder and harder. The top ones are not guest conducting at all, and the middle-range conductors are also very busy these days. It's getting very complicated, so what you do is try and find people who will have a steady relationship with your orchestra and offer them two, three weeks each season."

MICHAEL AJZENSTADT

This, he admits, is much easier in Zurich than in Baltimore. "In Zurich, we have a lot more money and it's much more central. In the US, it's much more difficult, as the conductors who do come prefer first to perform with the orchestras of New York, Boston, Chicago, Los Angeles or Cleveland before they go to Baltimore."

The Zurich job is a kind of a reward after more than a decade of work, mostly in the US. "I lived a long time in Holland [as music director of the Netherlands Chamber Orchestra (1964-77), and the Rotterdam Philharmonic Orchestra (1979-

1982)], so this is a return to Europe. Now I have the time to live there, but I don't know how long I'll be doing both orchestras."

As shown by his track record, Zinman definitely believes in lasting relationships between orchestras and their music directors. "After 11 years in Baltimore I can say that's the only way. The work you have to do takes more than five years. By the time you get started, you usually leave, so you achieve nothing. It's at least 10 years before you really start accomplishing something. Now in Baltimore we tour and record, we have a wonderful radio series, and the orchestra has gotten better and better and I hope



Guest conductor David Zinman says the IPO has come a long way since his last visit.

admits it is difficult to convince audiences. "In the US, they are a little more open minded, especially to new American music. But in Zurich it's much harder. There they want Brahms and Beethoven, and even Sibelius and Nielsen is new for them. So you have to think about your programs very carefully. I don't believe in a ghetto for new music; it all has to fit in with the overall programming."

In his current series of concerts with the IPO, Zinman accompanies Itzhak Perlman in two works which are not that familiar to local audiences - the Barber violin concerto and Bernstein's *Serenade*.

He also led the orchestra last week in Brahms's First Serenade and will follow later this week with Elgar's *Enigma Variations*. He leads the IPO Wednesday, Thursday, Saturday and Sunday at the Mann Auditorium in Tel Aviv.

New director has Khan-do attitude

HELEN KAYE

OFIRA Henig dreams of "creating a theater in Jerusalem that people will come from Tel Aviv to see."

She's speaking of the Khan Theater whose artistic director she has just become, replacing Eran Baniel who resigned last spring. She'll start officially in June but she's working a dual track already. There are artistic decisions to implement and the production of a play to complete, Richard Eyre's *Ha Ha* based on the book by Jennifer Dawson and translated into Hebrew by Eytan Blum.

Josephine, played by singer Michal Yanai in her first dramatic role, is a patient in a mental hospital. There she meets the hyperactive Alasdair (Yossi Marshak). The two begin a tenuous friendship which is amputated abruptly when Alasdair is released.

It's then that Josephine must decide whether or not to retreat permanently into the fantasy world she has created as a buffer between herself and reality.

"Ha Ha is the name Josephine gives to the fence that she has put around that world. It's also the sound of laughter," says Henig.

"You need humor to work on a play like this. It protects you, but you can only develop it after you understand it. That's the question the play raises, the very narrow line between sanity and insanity, and who or what gives society the right to make those decisions."

She sits with her actors around the table to discuss and analyze the play for as much as two weeks before they ever make a move on stage. And she saves rehearsing the end of a play until near the end of the rehearsal process "because only then can the characters realize what's happening."

Henig tends to choose plays whose themes hover at the edges of normalcy or whose characters go over that edge, as in last summer's production of *The Wedding*

by Bertolt Brecht.

Half the critics savaged it, but Henig shrugged off the reviews because she enjoyed "creating Brecht's particular world during the rehearsal process."

Surefootedly she has gone her own way since Gary Bitz scooped her up to direct at the Bet Zvi drama school in 1986, the year she graduated in theater from Seminar Hakibbutzim.

Her 1988 production of Peter Shaffer's *Equus*, about a boy who blinds horses, won first prize at the international student festival in Moscow, and she was promptly hailed as a prodigy.

In 1989, aged 29, she went to Habimah to direct Yosef Bar-Yosef's *Gold* and became an in-house director the following year. Four years and seven plays later - and three of those, *The Night of the 20th*, *The Glass Menagerie* and *Pitiponnet and Anton* were solid hits - Henig quit because "I felt that I was treading water, going nowhere."

Two more years of working freelance in all of the country's rep theaters "made me realize that I needed a home and to have some influence, and that the time has come for me to say something, to take responsibility for a vision. Some years ago I was the *underkind* of the Israeli theater. I'm not a kid any more, but I still have that gleam in my eye."

That's why, after six months on a theater scholarship in the US - "I needed to get away, to refresh myself, and to think" - she decided to accept the challenge of running a theater.

Characteristically, she intends to buck the current fashion of big-name stars in flashy productions. The Khan will be an ensemble theater performing fewer plays per season, and concentrating on original material and the classics.

"I'm not interested in competing," she says. "I plan for the long term."



THREE FOR THE SHOW - Academy Awards ceremony producer Quincy Jones takes a break with host Whoopi Goldberg, as Oscar looks on. The extravaganza will be broadcast live from Los Angeles on the Movie Channel in the wee hours of the morning. (AP)

'Utzli Gutzli,' and Vishi too

HELEN KAYE

"EH! and where have you been? Haven't you seen you in the longest time," a middle-aged soccer fan beamed "miliarily at Shlomo (Vishi) Shlonsky."

"They still remember me," says Vishinsky happily, and his tired, red-rimmed eyes gleam. Once, he played soccer with Hapoel Tel Aviv in the afternoon and at 8:30, there he was onstage at the Cameri Theater which had hired him in 1967.

But soccer is a perilous sport, and young Vishinsky would often turn up bruised and limping.

One day, then Cameri general manager Yeshayahu Weinberg told him, "Soccer or theater. Choose!" Theater won, and now Vishi plays tennis with the same intensity he once devoted to soccer.

At 52, balding and a little stout, Vishinsky is no longer the handsome, intense young actor of his earlier pictures. But his smile remains as guileless, and his expression just a bit bemused.

Onstage he's often been the picture of cunning innocence, of naive roguery in role after role of the clever servant, from the great Shakespearean clowns Grumio in *The Taming of the Shrew* and Lancelot Gobbo in *The Merchant of Venice*, to the chief servant in Avraham Shlonsky's musical classic, *Utzli Gutzli*.

He's recreating the role of the chief servant for the current Menahem Golan production of *Utzli Gutzli* which opens at the Tel Aviv Cinemas on April 4. Vishinsky is also the director. The four previous productions of the musical were put on by the Cameri.

A friend buttonholed him and said, "Come upstairs. They need an actor." Vishinsky's Cameri debut was in Noel Coward's *Hay Fever*, directed by Leonard Schach.

Despite some lean years in the late 1980s when he was on the outs with the artistic management - "Let's not go into that" - Vishinsky is still at the Cameri, and currently appearing as an Elvis clone in *Cyprus*.

Juggling out-of-town performances of *Cyprus* and rehearsals of *Utzli Gutzli* accounts for the red-rimmed eyes, but Vishinsky is full of energy. The enchantment of a new generation of *Utzli Gutzli* kids is assured, "and I still play singles [tennis]," he says contentedly.

"I suggested it to Menahem because I love it. Although it's a classic tale, it's a very Israeli play because of Shlonsky's language."

"He invented words, created a language within a language that's very melodic, and Dubi Selzer's music helps."

The current production is modeled on the original that director Yossi Izraeli mounted in 1965, "but we've added things like cutouts and even more colorful costumes," Vishinsky says.

He and Golan have been friends ever since the day 40 years ago when Vishinsky answered an ad for child actors to appear in a musical of *Uncle Tom's Cabin* at the Tilon Theater in Tel Aviv.

Golan wrote the adaptation and the lyrics, one of which was the song "Little Rascals." Golan had forgotten the words, but Vishi hadn't, "and when I sang it for him, Menahem cried."

However, the choice of Vishinsky to direct *Utzli Gutzli* has nothing to do with friendship, "but because I'm good. Menahem is a friend to all actors, but there are no favorites when that curtain goes up at 8:30: Either you can hack it, or you can't."

After the Tilon, Vishinsky went on to play in an IDF entertainment troupe and then into professional theater after his release from the army. The Six Day War brought him home pell-mell from the US, and after the war, he was grabbed off the street and brought into the Cameri.

A friend buttonholed him and said, "Come upstairs. They need an actor." Vishinsky's Cameri debut was in Noel Coward's *Hay Fever*, directed by Leonard Schach.

Despite some lean years in the late 1980s when he was on the outs with the artistic management - "Let's not go into that" - Vishinsky is still at the Cameri, and currently appearing as an Elvis clone in *Cyprus*.

Juggling out-of-town performances of *Cyprus* and rehearsals of *Utzli Gutzli* accounts for the red-rimmed eyes, but Vishinsky is full of energy. The enchantment of a new generation of *Utzli Gutzli* kids is assured, "and I still play singles [tennis]," he says contentedly.

'Barber' takes a short cut from Bulgaria

MICHAEL AJZENSTADT

AN operatic soprano who once traveled to Cairo to perform in a musical by a Bulgarian jazz composer is nothing if not flexible.

It's a quality 37-year-old Maryana Pashalieva needs in abundance to juggle her roles both as star performer and as recently appointed manager of the Bulgarian Chamber Opera.

Pashalieva is currently in Israel singing the leading female role in Rossini's comic operatic masterpiece *The Barber of Seville*, as

her company makes its local debut.

The raison d'etre of the Bulgarian Chamber Opera is to tour as much as possible, bringing opera to smaller venues in Bulgaria and abroad. This is accomplished by reducing the number of orchestra members to a manageable touring size.

"We have a small orchestra of 26 but all the other components of the production are identical to those of any bigger opera company," she says.

As a manager, Pashalieva is very conscious of her goals for the company. "I try to be much more European. Before we used to work very slowly, everything took a lot of time. Now I try to make everything much more effective," she explains, clearly influenced by her current management studies at the English Open University in Sofia.

The BCO performs quite a var-

ied repertoire that does not stick entirely to the tried and tested and which on the whole enjoys an immense popularity in its homeland. "But when we do *Rita* by Donizetti or *Mavra* by Stravinsky we do not always get full houses," she admits.

The soprano-cum-manager was born in Sofia but now resides with her family in Blagoevgrad, about an hour's drive from the capital and the current home of the 25-year-old BCO. "It's a smaller city with a lot of nature

in it and I'm totally in love with it."

This is Pashalieva's first visit here and she already has a very romantic notion about the country. "I think it's like I lived here before in another life," she says. "I feel myself at home in Israel, it's a very beautiful country."

The Bulgarian Chamber Opera performs *The Barber of Seville* tonight at Kibbutz Givat Brenner, tomorrow and Saturday at the Sherover Theater in Jerusalem and Thursday in Arad.

Home-grown, imported acts mix at alternative rock fest

HELEN KAYE

It had to happen. The first local alternative rock festival, called the Yaron Yerushalmi Next Music Festival, or YYNext, will take place at the Suzanne Dellal Center in Tel Aviv, May 9 to 11.

"It'll be basically rock, but anything goes as long as it's interesting," says YYNext musical director and rocker Rami Fortis. Its aim is to provide a stage for both music and music makers. There'll be concerts by local and visiting artists as well as special sessions, lectures and demonstrations devoted to the industry aspect of music making.

The neo-'60s group Rockfour with help from Jeremy Kaplan and others will open the festival with "Back to Shablul" a salute to Arik Einstein and Shalom Hanoch whose joint 1969-70 albums, *Shablul*, *Pozi* and *Plastelina*, are already classics.

Other local performers include guitarist Assaf Amdurski; Jerusalem-based Diva!, a four-year-old electronic rock band; Barry Sakharov in an acoustic guitar concert; and Next Intimi, a stage for new solo performers pre-

senting new material.

Foreign guests include Pete Hammill, poet and rocker from the UK; San Francisco singer Holly Penfield with her show, "Fragile Human Monster"; and guitarist Lee Ranaldo of the alternative group Sonic Youth.

Other events will feature DJ Mad Professor, the dub, rap and hip-hop expert; Ian Ritchie, a noted British producer; and Jean Louis Brossard, artistic director of France's Trans Musicale festival.

Festivals of this kind have been held abroad for years. Locally, the aim is to promote experimentation, new combos and new artists, as well as to showcase current achievements, Fortis explains.

The NIS 300,000 budget has come in part from the Yerushalmi family, which has extended its arts philanthropy to music for the first time.

Ticket prices will range from NIS 15 for Next Intimi, to NIS 65 for shows by local performers to NIS 99 for those by foreign artists. Some performances will be at the Cinemas and Allenby Cinema.

Calling all alumni: Kibbutz Dance troupe to celebrate its 25th year

HELEN KAYE

The Kibbutz Dance Company will celebrate the start of its 25th year with a reunion of all its dancers, and a gala performance in Nahariya on March 30 of Rami Be'eri's full-length ballet, *Aide Memoire*.

"In Nahariya?" asked an outraged dance correspondent who seemed to have trouble believing anywhere else but Tel Aviv existed. But KDC artistic director Yehudit Arnon is compositely equal to the challenge.

"Nahariya is our home base," she answers. "Most of our audience come from the region and we owe them our allegiance and respect."

KDC has come a long way since its beginning in 1970. Then, five dancers met once a week. Today, thanks to its resident choreographer Rami Be'eri, KDC has become a signature company with

an international reputation to rival that of Ohad Naharin's Batsheva Dance company.

The KDC, which is based in Kibbutz Ga'aton close to Israel's northern border, today numbers 19 dancers, only half of them kibbutzniks. "Opening the company to Israeli and foreign dancers has been artistically healthy," avers Be'eri, who has created 18 dances for KDC since his debut *Sonatina* in 1983.

KDC appears annually at the Karmiel Dance Festival with a new work by Be'eri, and this year will be no exception. Be'eri is also preparing a full-length ballet for the 1997 Israel Festival.

The 25th anniversary year will include tours to Turkey, South Korea, Poland, Spain, Italy and Brazil.

Also planned are a traveling photographic exhibition, a documentary film and - to encourage creativity within the company - two works by company dancers which will also premiere at Karmiel.

In 1996 KDC's overall budget is NIS 7 million with NIS 2.94 m. coming from the Arts and Culture Authority "which is far less than we deserve in the light of our activity," grumbles KDC general manager Dan Rudolf with a not so oblique reference to Batsheva.

The joint Batsheva and Batsheva Ensemble budget for this year is NIS 9.2 million of which 49% comes from the ACA.

"We also have a junior company," Rudolf points out, referring to the 35-member Young KDC which performs youth concerts. "They have to be paid as well," he says.

Viloszny all alone with top prize for monodrama

Actor Shmuel Viloszny won the Nissim Azikri Prize, worth NIS 10,000, for his solo performance in *A Jew in Darkness* at the 1996 TheaterNetto Festival, which ended last week.

Honorable Mentions went to Tahel Ran and Rama Messinger for, respectively, *Where's Ruthi?* and *A Love Story Needs an End*.

Helen Kaye

SEE IT IN HEBREW HEAR IT IN ENGLISH!

AGAPE
March 26, 1996 at 8:30 p.m.

THE TIGER
Special 100th Performance
March 30, 1996 at 9 p.m.

THE THEATRE OF TELAVIV
Cameri

Located in the heart of Tel Aviv on lively Dizengoff Street, the Cameri is just a few minutes' walk from beachfront hotels. Easily accessible by bus or taxi.

in cooperation with the Ministry of Tourism, Tel Aviv and Central Region

Monday March 25
n considers
ce treaty
h China

ards dead in
prison riot,
mates escape

ad in
attention
ran away

About Jerusalem

THE JERUSALEM POST

F. DAVID RADLER, Chairman, Board of Directors
YEHUDA LEVY, President & Publisher

EDITORIAL OFFICES AND ADMINISTRATION The Jerusalem Post Building, P.O. Box 81, Ramat Gan, Jerusalem (91000)
Telephone 02-315666, Fax 02-399527, CIRCULATION - 02-315610, Fax 02-389017, ADVERTISING - 02-315608, 02-315637-40

DAVID BAR-ILLAN, Executive Editor
JEFF BARAK, Managing Editor
ALEC ISRAEL, Associate Editor, Copy

AVI GOLAN, Executive Vice President, Marketing & Advertising
PAUL STASZEWSKI, CPA, Vice President, Finance

No to a defense pact

PRIME Minister Shimon Peres's effort to persuade the US administration to sign a defense treaty with Israel, preferably before the Knesset elections, is decidedly not a felicitous development.

President Bill Clinton is reported to have told Peres on the way to Israel from Sharm el-Sheikh on Air Force One that signing such a treaty at this time "is premature."

Eager to keep its ties with the Arabs, the US would like to see an Israel-Arab regime can live with this. This entails at the very least an Israeli withdrawal to the 1949 armistice lines on all fronts, and the establishment of a Palestinian state with half of Jerusalem as its capital.

But calling the progression toward such an outcome a "peace process" is no more than an accepted diplomatic euphemism. A more accurate description would be a unilateral Israeli withdrawal to what Egypt's President Hosni Mubarak calls "Israel's natural size."

To its credit, the US has been honest about its goals, adhering to them consistently ever since proposing the Rogers plan in 1969. While all administrations have been more or less friendly to Israel, for domestic reasons if nothing else, and while Clinton has been a dedicated friend on a personal level, the US clearly does not believe it can foster its relations with the Arab regimes unless it keeps prodding Israel to withdraw.

And if Washington now seems amenable to considering a defense treaty with Israel, it is only because the PLO and Syria seem willing to recognize Israel within the 1949 armistice lines, and Israel seems willing to withdraw to these lines.

But the eagerness of an Israeli prime minister to consummate such an agreement is puzzling. True, David Ben-Gurion toyed with the idea of a defense pact with the US, but that was when Israel was weak and the fear of Soviet military intervention ever-present.

With the collapse of the Soviet empire, the only reason for seeking such a treaty would be

to compensate for the sacrifice of strategic assets which a "comprehensive settlement" would entail. But there is an internal contradiction in this reasoning. If the Middle East is really new and transformed, as the architects of the Oslo agreement maintain, and Israel and its neighbors can join in a federation like the European Union, American protection is superfluous. Holland does not need a defense pact with the US to protect it from Belgium.

In fact, it is doubtful whether Peres would have pursued such a pact had the recent terrorist incidents not cast such a heavy shadow over the Oslo agreement. Overnight, these bombings changed the Labor Party's election slogans from "peace in our time," as Peres put it last week, to "a strong Israel with Peres," and "separation."

That separation from Palestinians is impossible in this country should be a given. There are about a million Arabs in Israel, including 150,000 in Jerusalem, who mostly identify with the Palestinians. The creation of a Palestinian state within walking distance of Israeli Arab towns and villages—even if there is an electronic fence, guard dogs, and bunkers along the whole border (hardly commensurate with "peace")—will make this identification stronger. No defense treaty with the US can solve problems of irredentism, nor can it protect Israel from terrorism. At best it can act as a deterrent against a non-conventional attack by a distant enemy like Iran.

But the benefit of such a deterrence is hardly worth the price in Israeli independence. To surrender Israel's freedom of action to a foreign power, no matter how friendly, mocks Zionism and defies common sense. This does not mean that Israel should not form alliances. But to bind itself to a defense pact with the US is to let American considerations determine its actions.

This is why the whole Israeli defense establishment is opposed to such a pact. Even now, as one newspaper reports, officers on the Lebanese front complain that "it seems we have to get permission from Clinton every time we want to act against Hizbullah." A defense pact will turn the IDF into a proxy of the US, able to act only on a green light from Washington. And since there can be no time in which Israel's interests and American interests completely jibe, conflicts between the two governments are bound to be endless.

Nor can Israel maintain its greatest claim to American friendship: that it has never asked American soldiers to shed blood in its defense. And perhaps worst of all, it will confirm in Arab minds what they have always suspected: that Israel is no more than an arm of Western imperialism.

Surely, that is not the way to integrate in the region.



'No alternative to peace'

Israeli officials say they are relinquishing the West Bank and Gaza as part of a peace process in which Yasser Arafat and the Palestinians must fulfill their side of the bargain. Israeli forces, however, withdraw from one area after another despite the Arab side's failure to live up to its promises.

Is there logic behind this perplexing policy? There is: the logic of unilateral withdrawal. Though public pronouncements of Israeli officials emphasize peace and mutualism, unilateralism actually drives Israeli actions. In other words, there is an important gap between declared and actual policy.

When Israeli officials talk of separation rather than peace, they signal that the "peace process" is more in the nature of a unilateral Israeli withdrawal than a two-sided bargain.

In late 1993, government officials promised that if the PLO couldn't prevent terrorism, Israel would halt or reverse its withdrawal from the territories.

At the end of 1994, following several terrorist bombings in the heart of Israel, prime minister Yitzhak Rabin did not do this, but established government committees to look into methods to separate Israel from the territories with fences, walls, bypass roadways and the like. If the PLO could not prevent terrorism, he made clear, Israel would withdraw anyway, while experimenting with new ways to divorce itself from the Arabs.

Peace, of course, is different from divorce: indeed, in essential respects, divorce is the opposite of peace. Yet, Israeli officials switch back and forth between talk of conciliation and talk of constructing walls, as though it were all the same idea.

It matters that the word "peace" is misapplied, because treating the PLO as a partner in peace implies a different assessment of risks than does an essentially unilateral withdrawal premised on continued hostility and conflict. Withdrawals that may resolve the conflict require different analysis from those that simply change the lines from which Israel will have to continue to fight against hostile neighbors.

When reminded of his 1992 campaign promises not to negoti-

ate with the PLO or facilitate creation of a Palestinian state, Rabin replied that Israel had "no alternative," explaining: "We had to choose between the Greater Land of Israel, which means a binational state whose populations would comprise, as of today, 4.5 million Jews and more than 3 million Palestinians... and a state smaller in area, but which would be a Jewish state. We chose to be a Jewish state."

Rabin implied Israel had only two choices, his negotiations with the PLO, or annexation of the ter-

ritories with citizenship for the Arab inhabitants (i.e., a binational state). But no Israeli political party certainly not the Likud proposed a binational state. None advocated annexation of the territories with citizenship for the Arab inhabitants. Government leaders distorted the picture to make those who opposed their dealings with the PLO appear fanatical and, of all things, un-Zionist.

Nor did Israel have to choose between Rabin's two options; it had, at least one more.

In the years between 1967 and 1993, Israel neither relinquished the territories nor annexed them—either embraced the PLO, nor granted the Arab inhabitants citizenship. Rather, it controlled the territories pending agreement with an appropriate Arab party. That policy was compatible both with Labor's wish to trade the territory for peace, and with the Likud's wish to grant autonomy but not sovereignty to the Arabs there.

Labeling those against handing over the territories to the PLO as enemies of peace and diluters of Israel's Jewish character showed just how swiftly and completely government officials had broken with the past. They thereby con-

vinced not only Likud supporters, but also all those faithful to Labor's own 1992 election platform.

THE resonant slogan that "Israel has no alternative to peace" deserves attention. "Peace" in its customary meaning requires two sides. Israel's having no alternative to peace implies Israel cannot survive without peace. This means Israel cannot survive without Arab consent, which means that, should Israel's neighbors withhold or revoke that consent, Israel will eventually cease to exist. Israelis who repeat this idealistic-sounding slogan probably do not intend to say this, but that is the logic of their words. The slogan signals to Israel's antagonists that they can, if steadfast, wear down the Jewish state; and if they draw this conclusion, the slogan of "no alternative" actually diminishes the chances for mutual accommodation.

In short, Israel is less likely to win peace if its leaders proclaim that the country has no alternative to peace.

In debates about peace policies, Labor government supporters invariably ask critics: If you oppose the present course, what, then, is your solution?

But this challenge begs the question. Israel cannot have peace simply because its citizens desire it. Peace not being within Israel's sole control, they cannot identify a solution irrespective of circumstances on the Arab side. Before peace is possible, Palestinian Arabs must develop both peaceable intentions and political institutions that have credibility and authority.

If these factors are missing, peace with the Palestinians will not be available, no matter how forthcoming Israeli policy might be. Israel cannot compel good faith on the Arab side, nor can it ensure mature political leadership there.

The author served as deputy assistant secretary of defense and as a Middle East specialist on the White House National Security Council staff during the Reagan administration. This article is adapted from an essay in the March 1996 issue of the Middle East Quarterly.

ANN HUTCHINGS

Rivka, Paul and their four kids, were the only ones who would have anything to do with me. I babysat for free. I knew they couldn't pay me, and I was so starved for human contact I didn't care.

Rivka taught me how to keep kosher and helped me with my Hebrew. I helped her clean for Pesach and spent my first seder with their family.

Christians here rejected me. Finally, it was the Jews who showed they cared

None of the Christians I met ever invited me for Christmas or Easter. And because I wasn't Jewish, I spent Shabbat and Jewish holidays alone too. This seemed to bother the Jews I worked with even more than it bothered me. They bought me Christmas presents.

Today I go to an Orthodox synagogue instead of church. I no longer celebrate Christmas, but I'm always invited to dinner for the Jewish holidays. My best friend, Talia, is Jewish. People who don't know my background think I'm Jewish.

Because I now officially repre-

sent my father's organization, the Christians I meet are very nice to me, but I'm no longer interested. Instead of being absorbed into the Christian community like I had expected, I have been absorbed into the Jewish one.

How ironic that the community to which I belonged rejected me; while a community with which I had never had contact with before cared.

Conversely, Jews tell me how warmly they are accepted by Christians. One Jewish organization has even received membership into the National Religious Broadcasters Association, a Christian organization in the US.

I see nonacceptance within the Jewish community as well: Ashkenazim not accepting Sephardim, secular not accepting religious, and vice versa, haredim only accepting haredim.

What does my experience say about Christians and Jews? I'm not sure.

But I think we can show enough love and acceptance toward those among us who aren't exactly like us so we don't isolate them to the point that we drive them from their social and religious communities. Once that happens to someone, he or she is lost to that community.

Christians and Jews seem to do very well at accepting those outside their faiths; they both need to learn to accept those within.

The writer is a freelancer.

Guts & gripes

SUSAN HATTIS ROLEF

THE image that will remain from the spectacle the Likud staged last Tuesday at its Central Committee meeting will be of Benny Begin standing alone in a raucous crowd holding up his yellow card in a vote against the Likud-Gesher-Tsomet merger.

A little earlier Begin had used the rhetorical talents inherited from his father to mock David Levy's "principles" and movement and attack the merger.

Begin was apparently the only Likud member standing for election in this week's primaries with the guts to spoli Binjamin Netanyahu's public demonstration of "unity." Several others known to agree with him kept silent. The few rank-and-file members who dared join him were jeered by the crowd.

It wasn't democracy at its best—but when the end justifies the means, who cares about democracy? The goal, as we all know, is to send Labor and its partners back into opposition and halt the Oslo process.

But last week's show left a bitter taste, even among the right-wing camp—and it is more likely than not to boomerang.

Despite what some polls have indicated, the new alignment is likely to receive fewer seats in the 14th Knesset than it would were the three parties to run separately.

Why? First, because many Tsomet voters in the last elections were either Labor-oriented hawks who found Labor's positions and list too dovish, or young people attracted by Tsomet's stand on human rights, clean government, and against religious coercion.

None of these are likely Likud voters, and while the former might now vote for the Third Way, the latter could opt for Meretz.

Secondly, many of Gesher's potential voters are now likely to vote for Shas on ethnic grounds, while those foolish enough to take Levy's social platform seriously will probably look elsewhere.

The whole exercise has left the Likud's image badly tarnished. Netanyahu paid an exorbitant price for the merger. Many devoted Likudniks who had hoped for realistic places on the Likud list will now be left off it.

The alignment is expected to win at least 44-45 seats; but if we take the 36 seats today commanded by the Likud, Tsomet and Gesher—29 belonging to the Likud, five to Tsomet and two to

The tale of the naked emperor could become all too tragically true

Gesher—then of the 45 projected seats, 36 ought to be reserved for Likud members, and not 31, as agreed.

But even this calculation is faulty. If the Likud ran on its own without Tsomet and Gesher it would most probably gain more than 36 seats; thus the number of Likudniks left out will be greater than five.

ONE GROUP that will lose are women.

The Likud women, whose two current Knesset representatives, Limor Livnat and Naomi Blumental, are both first-class parliamentarians had originally managed to reserve four slots for women up to the 40th place. They are now unlikely to get even three out of 31. And since neither Tsomet nor Gesher has a woman in a realistic place, the alignment will probably end up represented by only two women, compared to Labor's reserved six.

But the Likud hasn't just suffered in terms of representation. It has also paid a high price as regards image.

Netanyahu has shown himself a poor bargainer—the last thing Israel needs just now. And his number two, David Levy, might have made the deal of his life—but to the public, including most Likudniks, he now represents cynical politics at its worst, and a total lack of credibility to boot.

Numbers three and four, Rafael Eitan and Ariel Sharon, "heroes" of the 1982 Lebanon war, will both be celebrating their 70th birthdays in the course of the 14th Knesset. The "princes" have been left behind sulking, and the likelihood of new faces entering the Likud list now look slim.

Finally, there was Benny Begin last week, calling out like the little boy in the fairy tale: "The emperor has no clothes!" Only this isn't a fairy tale, and the naked emperor could end up Israel's next prime minister.

The writer is a political scientist.

LETTERS TO THE EDITOR

ISRAEL'S PRIME MINISTER AND DEFENSE MINISTER

Sir, — Unfortunately, the apprehension expressed in your editorial of March 8, "A shocking remark," as to whether Arafat's staged interview with the terrorist Abu Warda betrays "a basic lack of understanding of the Israeli public's intelligence," is very well taken. Arafat certainly has cause for this assessment if one is to judge by the Israeli government's understanding of the public's intelligence.

Responding to the reporters after the interview with this disgusting cog in the Hamas terror machine, not only did the prime minister embrace Abu Warda's viewpoint concerning the political purpose of the attacks, but when asked why the government had not acted much earlier to root out the planners of the suicide bombers, the defense minister had the temerity to take refuge in this dreg of humanity's statement that it was only four weeks since the planning began. This, despite all of the warning of the security services during the last six months that Ramallah was becoming the hub of such Hamas activities.

COUNTER-MEASURES

Sir, — In view of the recent series of barbaric terrorist suicide attacks, it is high time for the Israeli government to seriously consider issuing the following ultimatum to the Hamas and all other terrorist Palestinian-Arab organizations:

1. From now on, any act of terrorism committed against Israelis will be punished by executing members (and/or collaborators) of the terrorist organization already captured or to be captured.

2. The number of the terrorists to be executed will equal (or be double) the number of victims inflicted on the Israeli side. The identity of the executed will be determined by raffle.

EZRA H. SHIRAZI Jerusalem.

THE SPIRIT OF COMPROMISE

Sir, — During the coming few weeks and months, there will be a great challenge to those who believe in the peace process to hold on to it, no matter what. Those who are re-evaluating their support for the peace process must remember that the alternative is more of what is precisely making them re-evaluate, except without hope for an end in sight.

Let us encourage all parties to try and accommodate one another through the peace process and hope that time will prove that the Canadian way of compromise is better than a total victory for one party or another.

MONZER ZIMMO Ottawa.

BBC BIAS

Sir, — The BBC World TV Program The World Today featured a reasonably objective report by Lyse Doucet on the situation in Israel the day after the bomb attack in Tel Aviv.

However, once again the BBC displayed its notorious bias in favor of the Arabs. It showed the sealing up of the homes of the murderers of our men, women and children. The BBC, faithful to its pro-Arab policy portraying Israel as the aggressor meting out harsh punishment, saw fit not to air pictures of the heart-broken families of the victims of these murderers, the devastated parents of the children cut down by the terrorists' bombs, the tragedy of identification at the Abu Kabir Pathological Institute and the deep grief of the mourners at the funerals.

It is indeed a shame that the world's biggest news service is still infected with antisemitic and anti-Israel bias so evident in years gone by.

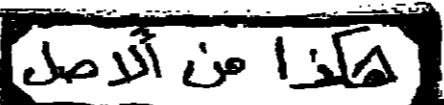
FRANK D. BERMAN Karmiel.

PSEUDO-INTELLECTUAL DRIVEL

Sir, — Professor Gabi Sheffer ("Last step," March 10) urges the prime minister to resume his status as a "transformative leader" and make an "open declaration of Israel's acceptance of a Palestinian state," claiming that its establishment "will solve the problem of terror." The recent murders and maiming of our citizens is dismissed as "not the most crucial issue."

The fact that impressionable youngsters are being exposed to Professor Sheffer's lectures teaching the sort of theories should give rise to serious concern. However, I hope that many of Professor Sheffer's students are sufficiently mature and courageous enough to argue against such pseudo-intellectual drivels, as are some readers of The Jerusalem Post.

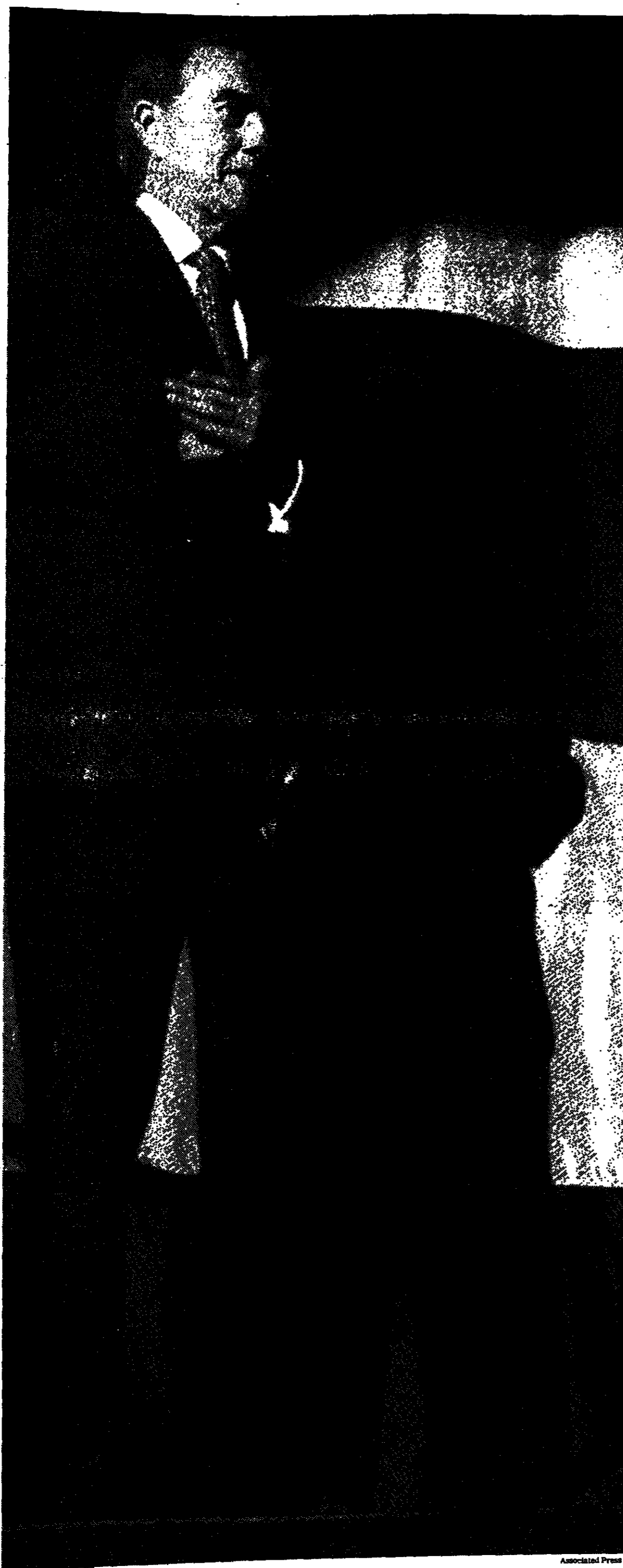
BILL OAKFIELD Netanya.



Guts & gripes

SUSAN HATV'S ROLE

T... ce'



For Bob Dole, much may ride on how voters view his running mate.

Significant Others

Much Will Hinge on 2 Close to the Candidates

By R. W. APPLE Jr.

WASHINGTON PRESIDENTIAL candidate's choice of a running mate can be a seminal event, of course, in advancing the career of the lucky politician who gets the nod. Five of the last 10 Presidents had served previously as Vice President, and in seven of the last eight elections, one or both of the major party Presidential nominees had served previously as Vice President. For the Vice Presidential nominee, it is a big step up.

But seldom does the choice profoundly influence the outcome of the campaign. Since World War II, only John F. Kennedy's selection of Lyndon B. Johnson in 1960 was decisive (or thought to be decisive; no one can prove the widely held theory that without Johnson, Kennedy would have lost Texas, Johnson's state, and with it the election).

In most years, furthermore, it occurs to few voters to take into account who would be the First Lady in deciding whom to support for President. But in most years, no one like Hillary Rodham Clinton inhabited the White House.

This year may be different. Even before the primary elections had begun, Senator Bob Dole was surrounded by conjecture that he would choose a running mate, someone much younger than he, before the convention or even before the primaries as a means of countering the notion that he was too old for the Presidency. He will be 73 by election day; if elected he will be the oldest man ever to take office and only a bit younger than Ronald Reagan at the start of his second term.

Age Matters

Now that Senator Dole has all but clinched the nomination — he will eliminate the last vestige of doubt if he wins, as universally expected, in California on Tuesday — speculation about his running mate is keener than ever. Because of his age, about which roughly a third of those polled in most primary states voiced concerns, Mr. Dole, who was Gerald Ford's running mate in 1976, will need to select someone the electorate views as fully qualified to serve as President. Even more than Vice President John Adams, who once said, "I am nothing but I may be everything," he or she will need to be prepared.

Given the controversy that has swirled around Mrs. Clinton, the determined, talented (and by some accounts domineering) First Lady, Mr. Dole has already tried to project his own wife, Elizabeth Hanford Dole, as a different sort of woman with wholly different ideas about the role the First Lady should play.

"She will not be in charge of health care in the Dole Administration," the Kansas has said in speeches in a dozen states. A former Cabinet member, she nonetheless intends to play no formal or informal government role if her husband is elected, resuming instead her job as president of the American Red Cross.

Mrs. Clinton, seen by many Americans as self-



For Bill Clinton, it's how voters view his mate.

righteous and overambitious, by others as an admirable role model for women, is a polarizing figure — more so, perhaps, than any other figure in American politics except Newt Gingrich. Mr. Clinton called her his partner in the Presidency. The first First Lady to be summoned before a grand jury, she is a central character in the tangled web of Whitewater, blamed by some

Continued on page 2

Dreamland

Morning in America in Japan



Japan has family values and then some. Three generations of a Tokyo family.

By NICHOLAS D. KRISTOF

WHEN this year's crop of American Presidential candidates dies and goes to heaven (an assumption some may question), pretty much the whole lot of them might end up here in Japan. It has just about everything they might want.

Law and order! Some prisons are so strict that inmates are virtually never allowed to speak to each other. No coddling here; one woman prisoner who simply said "good luck" during an exercise session got eight days of solitary confinement, where prisoners must spend the entire day seated on the floor, motionless, eyes closed.

Basics in the schools! Kids are not allowed to leave their books at school overnight — they have to take them home as an inducement to crack them.

Family values! This is a country where when you mention single mothers, you're probably discussing widows.

Protect domestic jobs! Every American politician seems to admire the efficiency of Japanese protectionism, leaving it to Japanese officials to stammer a disclaimer of any special talent.

It is true that Japan encapsulates much of what many Americans yearn for. It has the longest life expectancy on the globe, as well as some of the lowest crime rates. Literacy is universal, so that even the occasional homeless read serious newspapers to catch up on the situation in Bosnia. This is a country where carjacking is what you do to change a tire.

Even better, from an American politician's point of

view, is the fact that Japan is a place where elected officials get some respect. They are normally addressed in Japanese as "sensei," or "teacher." (As in: "Teacher, why did you accept a briefcase full of money from a construction company bidding for a Government project?")

Yet if Americans sometimes dream of a place like this, it is sobering that many Japanese are fed up with their situation. It is not exactly that they yearn for drug-infested slums with bad schools, but neither are they content with what they've got now.

Greener Weeds

"We may require not reform, but revolution," Ichiro Ozawa, the leader of the main opposition group, the New Frontier Party, said in an interview. Mr. Ozawa is the leading revolutionary in Japan these days, but just about everybody in the country — including Prime Minister Ryutaro Hashimoto — insists that far-reaching change is essential in Japan.

So Japan offers a reminder of how frustrating the search for a social utopia can be. As commentators from de Tocqueville on have pointed out, Americans harbor a strain of insecurity over how their nation compares with others — and that may be a spur to American growth and innovation. But in fact when you've traipsed over to study the supposedly greener grass on the neighbor's lot, it often turns out that it's overgrown with weeds, or that it's fenced off so that no one can enjoy it, or that it's AstroTurf.

What is perhaps most intriguing about Japan is the way it manages to realize so many current American

Continued on page 4

The Bottom Line

How I balanced the Federal budget.

By David E. Rosenbaum

2

Education Summit

Does America expect too much from its schools?

By Peter Applebome

3

Labor Pains

job security, not revolution.

By Keith Bradsher

2

Continental Drift

Europe splutters toward unification.

By Richard W. Stevenson

4

The Nation

You, Too, Can Balance the Federal Budget

By DAVID E. ROSENBAUM

WASHINGTON
ANYBODY can balance the Federal budget over seven years. I did it in a couple of hours.

- This is all it required:
1. The hubris to make crucial policy judgments about matters I know absolutely nothing about (what the consequences would be, say, of reducing the number of Navy aircraft carriers to 10 from 12).
 2. The willingness to raise other people's taxes (those who drive a lot) and reduce Federal benefits I never expect to have (farm-price supports).
 3. The determination to maintain the tax breaks (mortgage interest deduction) and Government subsidies (mass transit) that I enjoy.
 4. The ability to make the decisions by myself without having to strike compromises with people (my family and friends, to say nothing of people who live across town or across the country) who have interests, needs and views different from mine.
 5. The knowledge that (unlike the politicians who have been unable to agree on a budget plan) I never have to run for re-election.

Billion Here, There

I used a game called Debtbusters 2002 developed by the Concord Coalition, a non-partisan organization that promotes a balanced budget (202-467-6222). It lists dozens of deficit-reduction options that President Clinton and Congress have considered in four areas: domestic spending, national security spending, taxes and entitlements. The player is supplied with brief arguments for and against each option and the amount of spending that would be saved (or revenue gained or lost, in the case of tax changes) if the option is selected.

The object is to check off options that add up to \$850 billion, enough, the authors of the game say, to balance the budget in seven years.

The best place to start is benefit programs, called entitlements, since that category accounts for two-thirds of all Federal spending. There are two main types: those like Social Security and Medicare that are



What's required?
Hubris, tax increases
for other people and
no compromises.

These were my cuts:
Cancel the space station (\$13.8 billion); consolidate the Departments of Education and Labor (\$3 billion); abolish the Commerce Department (\$7 billion); eliminate funding for several arcane education programs like the one that gives school districts extra money for pupils whose parents live or work on Federal property (\$4.8 billion); cut in half funding for the arts and humanities (\$3.6 billion); eliminate community development block grants and some rural development programs (\$31.6 billion, see No. 2); limit low-income energy assistance to the most needy (\$3 billion).
Total savings from miscellaneous cuts: \$68.5 billion.

Now for taxes. Unlike President Clinton and the Republicans who control Congress, I see no need for tax reductions. In fact, I chose these tax increases (see No. 2): Raise the gasoline tax by 25 cents a gallon (\$108.7); raise the cigarette tax by 75 cents a pack and the tax on alcohol by about 50 cents for each six-pack or bottle of wine or spirits (\$98.7 billion); eliminate the deduction for mortgage interest for interest payments above \$20,000 a year (\$56.5 billion).
Total tax increases: \$263.9 billion.

Time to take stock. The spending cuts and tax increases I have so painlessly checked off total \$932.6 billion, \$82.6 billion more than necessary to balance the budget under the rules of the game.

So since I may want to retire at 65 (see No. 3), let's forget about raising the retirement age (\$72.6 billion). And to avoid fights with members of my family who disagree with me (see No. 4), let's not cut funds for the arts and humanities (\$3.6 billion).

That leaves a surplus of \$6.4 billion over seven years. I'll give it to the Pentagon. You can't be too careful about the nation's defense needs (see No. 1).

available to the elderly regardless of their means and those like welfare, Medicaid and food stamps for the poor.

I decided to spare the poor and go after the elderly, whose benefits have risen most rapidly in recent years (see No. 5, above).

Big bucks can be saved (\$281 billion) by making benefits like Social Security and Medicare subject to the income tax to the extent they exceed an individual's contributions. Other hits on old people: Hold the annual cost of living increase in Social Security benefits to half a percentage point below the rate of inflation (\$39.7 billion); gradually raise the Social Security retirement age (\$72.6 billion); raise the Medicare premium for outpatient services for individuals with incomes above \$50,000 and couples

with incomes above \$65,000 (\$25.9 billion). Other entitlement savings not primarily involving the elderly or the poor: reduce farm subsidies (\$31.6 billion, see No. 2); restrict veterans' compensation for those with relatively minor impairments like flat feet and eliminate payments to new applicants with disabilities unrelated to military service (\$7.6 billion); increase fees for using Federal resources and services ranging from mining on Government land to obtaining a communications license (\$29 billion).
Total entitlement savings: \$307.4 billion.

The next biggest category of Government spending is the Pentagon. The cold war is over, and big cuts here seem easy (see No. 1). These are the ones I made:
Cancel development and production of

various high-technology aircraft like the F-22 advanced tactical fighter, the C-17 transport plane, the F/A-18 attack aircraft, the V-22 vertical takeoff plane and the Comanche helicopter (\$42.8 billion); reduce the number of aircraft carriers, destroyers and frigates and cancel the third Seawolf submarine (\$15.9 billion); reduce the troop strength of the Army (\$16.7 billion); reduce nuclear delivery systems and other nuclear weapons programs (\$9.4 billion); consolidate military infrastructure, whatever that means (\$7.7 billion).
Total military savings: \$92.5 billion.

Cutting other Government programs is harder. Whole programs can be abolished without saving much money. But this is not the time to be daunted (see Nos. 3, 4 and 5).

A Modest Strike

For the U.A.W., It's Not the Revolution

By KEITH BRADSHER

DAYTON, Ohio
AT first glance, the basic relationship between labor and capital in the United States seemed to be changing last week.

A small band of workers, just 3,000 brake makers here, had shut down the world's largest auto maker, the General Motors Corporation, in the industry's biggest work stoppage since 1970. Some outsiders called for the United Automobile Workers to rally Americans under a banner of resistance to the broad forces of economic change that have produced so much insecurity across the country. And Robert Eaton, the chief executive of the Chrysler Corporation, lamented, "Today, apparently the shame is raising a son who grows up to be a C.E.O."

Yet the U.A.W. never took up that banner, negotiating last week's settlement in total secrecy. Even while the Presidential campaign brings fresh attention to the plight of workers, corporate America remains in a season of downsizing. And the brake workers themselves — with an average age of 50 and an average income of \$69,000 a year from working six- and seven-day weeks — were singularly unenthusiastic about playing the starring role in any social revolution.

Strictly Local

"We didn't want to shake up the nation, we just wanted to shake up the people in here," said Warren M. Cooper, a 53-year-old picketer at the factory gate who put his three children through college on his earnings here.

Nor did the union have much to say about larger issues like corporate responsibility and economic inequality. In contrast to the U.A.W. of the 1930's and 1940's, this union went on strike here not to galvanize other workers or even to pursue higher wages or benefits, but to insist that G.M. live up to past promises to continue producing most of its brakes in Dayton.

And in the end, the workers here won some job security and cash for themselves while resisting G.M.'s demands for greater freedom to buy parts from outside, nonunion companies. But the union failed to put any new limits on these outside purchases, leaving the overall relationship with the company unchanged.

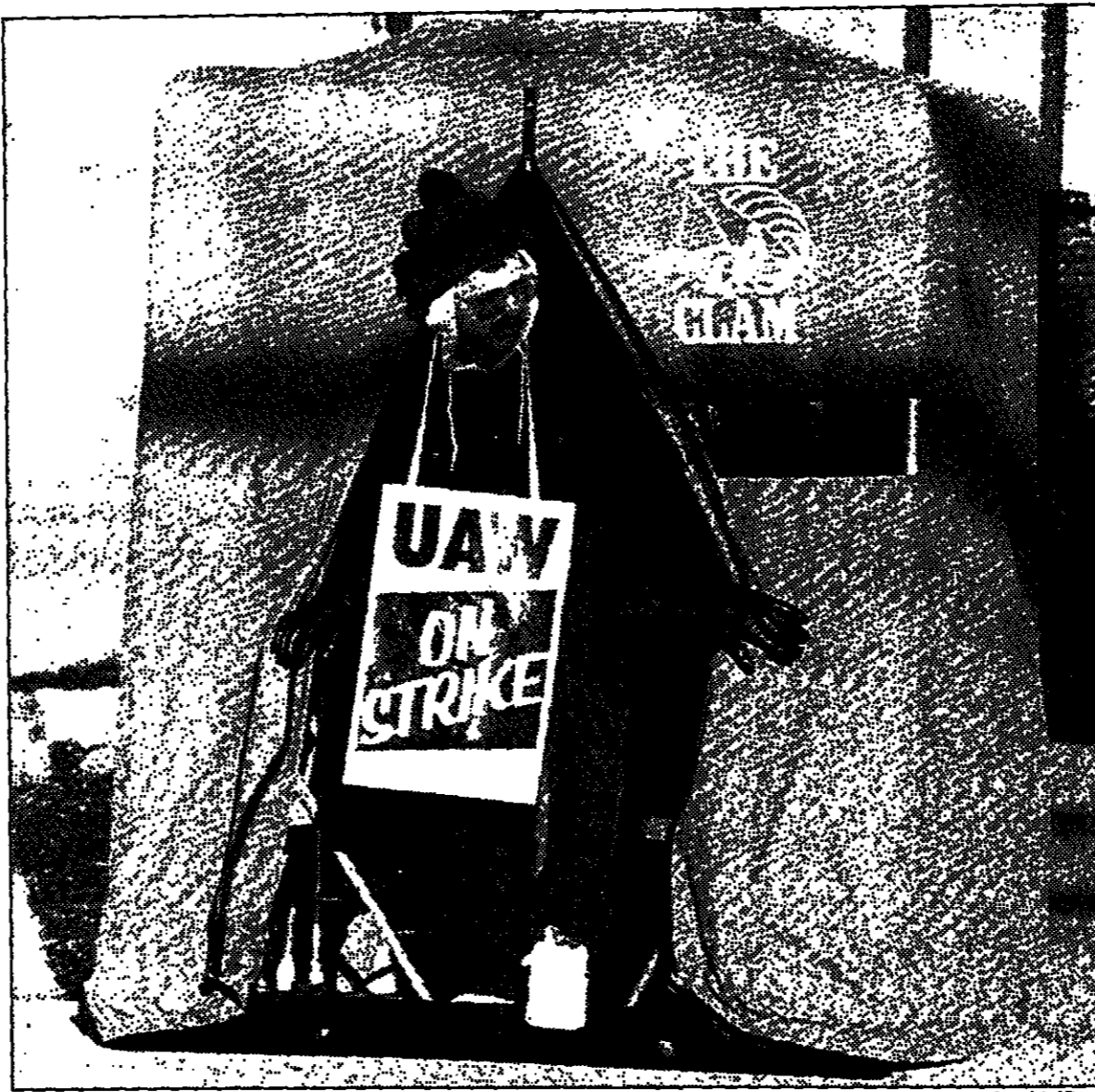
It was management, not labor, that was on the offensive during much of the strike. G.M. resisted bargaining with the U.A.W. for the first week of the confrontation, which lasted 17 days.

G.M. managers were trying to extract concessions on parts purchases that would boost the profitability of the company and its long-run ability to compete. In doing so, they provided a particularly vivid example of the broader shift of compensation away from workers and toward owners of capital.

"This is one of the skirmishes in one of the great battles over income share in this economy — this is one of the great issues of how the product is divided," said James E. Annable, the chief economist at First Chicago NBD, the biggest bank in the Midwest. But it was management, not workers, that is trying to shift the balance at G.M., he added.

But the U.A.W.'s willingness to confront management might not be repeated elsewhere as long as Federal law continues to allow companies to hire replacement workers during strikes. The same U.A.W. that appeared invincible here last week lost a bitter 18-month strike at Caterpillar Inc. last year when the heavy equipment maker brought in replacements.

G.M. never even tried to train replacement workers because the company is simply too big to do so.



G.M. was all but shut down by 3,000 strikers in Dayton, among them Larry Price, stepping into the cold.

Replacing its 240,000 U.A.W. workers would be a nearly impossible task even if G.M. were not in a market so competitive that a company's market share can melt away in weeks, never to be recovered.

But G.M. is also the nation's largest industrial corporation, with sales in the fourth quarter of last year that were 19 times greater, for example, than the sales of the Microsoft Corporation. Few other companies face the constraints that G.M.'s sheer size imposes.

The Public's Interest

Labor experts said last week that while the immediate effects of the G.M. strike may have been spectacular, with several hundred thousand workers out of work, real changes in labor relations are more likely to come from political pressures than from strikes. To the dismay of corporate leaders like Mr. Eaton, business decisions affecting employees are increasingly the subject of public scrutiny, including criticism from politicians of both parties.

"Outsourcing and downsizing, those two issues

which have to do with corporate behavior, are all out now in the public domain," said Barry Bluestone, a professor of political economy at the University of Massachusetts.

The prospects for political changes are murky for now. Republicans in Congress strongly favor allowing the replacement of strikers, while a Federal court has rejected President Clinton's effort to halt Federal contracts by executive decree for companies that hire replacement workers. Last week the Justice Department filed an appeal of the court decision.

So while a few of the U.A.W. workers here bemoaned the job insecurity and economic inequality that are changing the nation, their strike did not appear to have done much to halt either trend.

"When I got out of high school, there were good-paying jobs — now, you've got people coming out of college and there aren't any jobs," said Jim Breen, a 48-year-old maintenance worker here who walked the picket line near his shiny black 1994 GMC Sonoma pickup truck. "I know people who have got 25-year-olds sitting on their couch who can't put the money together for the insurance on their car."

Significantly, The 2 Others

Continued from page 1

in the Administration for making it worse than necessary by her refusal to release relevant information.

In a poll taken in January by CBS News, 49 percent of the respondents said they thought Mrs. Clinton had taken part in a coverup in the Whitewater case, as against 37 percent who voiced a similar view of the President. In a Gallup Poll taken the same month, amid fresh Whitewater charges, Mr. Clinton had a favorable rating of 54 percent, while Mrs. Clinton got 43 percent.

But Mrs. Clinton may be more a subliminal than an explicit issue in the fall campaign, and it is hard to judge at this stage how important she will be. Mr. Dole clearly sees his wife as a major asset, especially in the South (she is from North Carolina), but overt Hillary-bashing might prove counterproductive.

First Choice

Even if she is a liability, there is little Mr. Clinton can do about his most visible partner. But Mr. Dole's vice-presidential options are many. His first choice is fairly clear. He has talked repeatedly about retired Gen. Colin L. Powell as a running mate, even though he knows as well as anyone that choosing him would alienate those in the party, including Patrick J. Buchanan, who are deeply offended by General Powell's relatively permissive attitude toward abortion.

General Powell said in an interview with the columnist Carl T. Rowan a week ago that he is sticking to his decision not to seek any elective office this year, and he denounced "this feeding frenzy about my running for vice president." But what matters is not what he says now but what he would say in August if Mr. Dole pressed him to run for the good of the country.

Others equally uninterested in the vice presidency, notably Mr. Johnson and Nelson A. Rockefeller, have heard similar words and yielded.

If not General Powell, who?

One traditional approach has been to seek someone from a closely fought state with a lot of electoral votes. That could help the chances of the Midwesterners — John Engler of Michigan, George Voinovich of Ohio, Jim Edgar of Illinois and Tommy Thompson of Wisconsin. None is perfect — critics consider Mr. Engler too dull and Mr. Edgar insufficiently conservative, for example — but all have the potential of helping to deliver big battleground states.

The same could be said of Gov. Christie Whitman of New Jersey, who would also enable Mr. Dole to say he had brought a woman into the highest councils of government in the right way, as opposed to using his wife as one of his principal advisers. Ms. Whitman, a defender of abortion rights though conservative on fiscal matters, would upset social conservatives as much as General Powell.

A few people have mentioned Senator Connie Mack of Florida, another battleground state, but Senator Dole, a Washington "lifer" in an era when state governments are thought more virtuous than the Federal government, would probably prefer an outside-the-Beltway partner. A few have mentioned Dick Cheney, the highly regarded former Defense Secretary, but he has had three heart attacks.

But enough. We shall have to wait until August to see what Mr. Dole decides, and until November to see whether voters react, as usual, to the great issues like jobs and crime and war and peace, and their perceptions of the characters of the Presidential nominees, or others" of the campaign — the Vice Presidential nominees and the non-nominees for First Lady.

Ideas & Trends

Can the Schools Stand and Deliver?

By PETER APPLEBOME

THE answer to all our national problems comes down to a single word: education," Lyndon B. Johnson said in promoting his vision of the Great Society in the 1960's.

In that same spirit — the eternal American faith that schools can solve all the nation's ills — the nation's governors and top corporate executives are gathering this week in Palisades, N.Y., for what is being grandly billed as the Second National Education Summit. President Clinton is to address the governors Wednesday.

The gathering itself, occurring at a time of faint progress toward the "new era of education reform" that George Bush hailed after the first summit in 1989, reflects the prevailing belief that the nation needs to demand more from its struggling schools, teachers and underachieving students.

Too Much or Too Little

But some historians and educators are offering the heretical notion that it can be as shortsighted to expect schools to do too much as it can be to accept when they do too little, particularly when enormous social and economic problems are seeping into the classroom and disagreement is rife over how the schools should respond. The critics argue that President Johnson got it wrong: that the nation's educational ills are more the result than the cause of its economic problems, investment decisions, violent culture and urban decay. And without adequate funds and realistic expectations and planning, periodic promulgations on how bad things are or how wonderful they can be will not improve education.

"Americans have always had very utopian expectations of what the schools can do," said David Tyack, a professor of education at Stanford University. "That can be a very positive way of recreating democracy. The problem comes when you promise too much and people get cynical. The danger with the utopian view of education policy is that it's a short jump from seeing education as the ark of the covenant to becoming cynical and disappointed enough to see schools as failures that don't matter at all."

Thus, this second summit is provoking two key questions: Is its agenda of higher standards and better technology the right one? And is America's faith in education realistic?

High expectations, as well as high achievement, have long been a central element of public education. From Horace Mann's millennial view of schools in the 1840's as mighty engines of moral and social uplift to the current view of them as pivotal

to the nation's economic future, Americans have put so much faith in learning that a recent book, "Tinkering Toward Utopia" (Harvard University Press, 1995), by Mr. Tyack and Larry Cuban, calls education "almost a secular religion."

President Bush and the governors adopted ambitious national goals for improving schools over a 10-year period.

Since then, however, there has been little real progress in test scores or graduation rates and, worse, there have been some signs that education is sliding farther down in the national priorities. To revive momentum, the governors, each bringing along a major corporate executive, will try to move from the general goals of 1989 toward the establishment of specific, rigorous standards of what students must learn in different subject areas. The intent is to link mastery of those subjects with promotion to the next grade, something that is missing from many state systems. A high school diploma would be more than the worthless scrap of paper that many fear it has become. The other item on their agenda is to bring better computers and technology into the schools.

"The strength that standards have in other countries is that this is what your whole society expects of you," Albert Shanker, president of the American Federation of Teachers, says in materials put together for the conference. "It's so universal that it's not questioned."

School for Citizens

Proponents of setting specific standards and holding children to them say they would be one antidote to grade inflation, so-called social promotions and institutionalized assumptions, including the widespread belief that many poor and black children cannot learn.

At a time of economic uneasiness and worries that the schools are failing to turn out adequately educated graduates for the workplace, the conference has an unapologetically utilitarian stance, and includes more corporate executives than educators.

Gov. Roy Romer of Colorado said: "The executives are saying, 'We're the customers for your products, meaning the graduates of the schools. We have something to say about what kind of products they ought to be.' And what in the world do you go to school for other than to become good citizens and get a job and raise a family?"

To some educators, that viewpoint, students as little more than future employees-in-training and the conference's emphasis on standards reflects a distressingly mechanistic image of education. Many see the focus on standards as overly simplistic, assuming high standards will overcome

myriad social and cultural impediments to learning.

"The public debate and the political debate is mainly about all the wrong things," said Edward Miller, editor of the Harvard Education Letter. "People who actually work in schools are talking about completely different things than governors and politicians are."

While politicians are talking about vouchers and standards, Mr. Miller said, teachers are concerned about motivating children unprepared for and uninterested in learning, teaching disabled ones once routinely excluded or educating students unable to speak English well. Many say that a more useful approach to standards is to specify what money, technology or other materials should be available to all schools.

Few educators argue against standards, but there has been such a strong anti-Washington current since 1989 that few of them are advocating national standards. Many educators share a widely held belief that the sense of educational crisis and failure today represents a curious disconnect between what is wrong with education and how that fits into broader problems of American life.

It's the Culture, Stupid

"The intellectual level of the schools can be no higher than the intellectual level of the culture in which they float," said Richard Gibbon, an education professor at the University of Pennsylvania and the former Vermont Commissioner of Education. "You look at TV. You look at our commercial culture. What you see in society is what you see in the schools."

And the So-So Winner Is ...

Hey, What's Talent Got to Do With It?

By BERNARD WEINRAUB

CHARLIE CHAPLIN never won an Oscar. Neither did Greta Garbo, Alfred Hitchcock, Barbara Stanwyck or Cary Grant. Marilyn Monroe was never even nominated for one.

"As much as I love the Oscar night pageantry," Jodie Foster once remarked, "it's a silly bingo game." Easy for Ms. Foster to say. She won Academy Awards in 1988 and 1991.

Is there anyone who won't be watching the silly bingo game on television tomorrow? The annual Academy Awards, which Truman Capote once described as "all politics and sentiment and nothing to do with merit," were launched in 1929 by Louis B. Mayer and other movie moguls to honor the best in American film.

The best? It's well known that all kinds of people are nominated for the awards and win and lose for all the wrong reasons. "Comebacks are very big," said Damien Bona, co-author with Mason Wiley of "Inside Oscar: The Unofficial History of the Academy Awards" (Ballantine Books, 1986), which is updated regularly. "There was Jack Palance in '91. This year Richard Dreyfuss was nominated."

"There's the rewarding of a career. That's always a major category," Mr. Bona said. "This year it's Susan Sarandon. And there's the 'Gosh, we didn't know you had it in you' category. People known for tight dramatic abilities who take on strong dramatic roles. This year it's Sharon Stone. Over the years it's been people like Ginger Rogers, Shirley Jones, Dan Ackroyd and Red Buttons."

A Fever to Win

It also helps to be very sick. Or even dead. Peter Finch, the only nominated actor to die before the awards ceremony, was chosen best actor for "Network" in 1976. This year Massimo Troisi, who postponed a crucially needed heart operation and gave his life to make "The Postman," was nominated for best actor. He's not favored to win because most Academy voters never heard of him.

Even Katherine Hepburn acknowledged that she probably won best actress award in 1967 for "Guess Who's Coming to Dinner," over such actresses as Faye Dunaway in "Bonnie and Clyde" and Anne Bancroft in "The Graduate," because Spencer Tracy, her longtime lover, had just died. ("I'm glad I won it for Spence," she said.) A seriously ill Henry Fonda won best actor in 1981 for "On Golden Pond" despite the brilliant performance of another nominee, Burt Lancaster, in "Atlantic City."

Probably the prime example of someone who won an Oscar for being sick was Elizabeth Taylor for



Rocco Mattio was blasé making Oscars in 1974; George Burns was happier taking one from the lot in 1975.

"Butterfield 8" in 1960. When she saw the movie for the first and last time, Miss Taylor threw her shoes at the screen in anger, according to the book "Behind the Oscar: the Secret History of the Academy Awards" (Simon & Schuster, 1993), by Anthony Holden. But an emergency tracheotomy, which left her close to death, was enough to sway Academy voters. (In fairness, she had been bypassed for her acclaimed roles in "Cat on a Hot Tin Roof" and "Suddenly Last Summer.") Miss Taylor had a dramatic — some said miraculous — recovery when she hobbled on stage to get her Oscar. Her competitors were not exactly pleased. "I lost to a Her competitor who was not exactly pleased. 'I lost to a tracheotomy,'" grumbled Shirley MacLaine, nominated that year for "The Apartment."

There are other ways of winning. "There's the 'Tell

everyone you don't want it and if you win it you won't accept it' ploy," said Jeanine Basinger, head of the film studies department at Wesleyan University. "Marlon Brando and George C. Scott did that."

"There's also 'Lie low and wait till you're old' award," she said. "That's Ruth Gordon in 'Rosemary's Baby' and George Burns in 'The Sunshine Boys.'"

Ms. Basinger, who wrote "A Woman's View: How Hollywood Spoke to Women, 1890-1960" (Knopf, 1993), said: "Oscars go to actresses who play prostitutes, nuns, cripples or mutes — Hollywood loves women who don't speak. Oscar also likes women who are beautiful but wear no makeup — it's called serious acting."

Of the nominees for best actress this year, Sharon Stone and Elisabeth Shue played prostitutes, and Susan

Teachers, Teach Themselves

THIS month the National Council of Teachers of English released "Standards for the English Language Arts," which outlined, in mind-numbing terms, what students from kindergarten to 12th grade should learn. Tucked in it was a glossary that defined obscure words like "listening" and "speaking." Below are excerpts.

- appreciation** Thoughtful awareness of value; personal understanding and respect for; judgments made with heightened perception and understanding.
- audience** The collection of intended readers, listeners or viewers for a particular work or performance.
- fiction** Imaginative literary, oral or visual works representing invented, rather than actual persons places and events.
- grammar** The means by which the different components of language can be put together in groups of sounds and written or visual symbols so that ideas, feelings and images can be communicated; what one knows about the structure and use of one's own language that leads to its creative and communicative use.
- inquiry** A mode of research driven by the learner's desire to look deeply into a question or an idea that interests him or her.
- listening** Attending to communication by

- any means; includes listening to vocal speech, watching signing or using communication aids.
- punctuation** An orthographic system that separates linguistic units, clarifies meaning and can be used by writers and readers to give speech characteristics to written materials.
- reading** The complex, recursive process through which we make meaning from texts, using semantics; syntax; visual, aural and tactile cues; context, and prior knowledge.
- speaking** The act of communication through such means as vocalization, signing or using communication aids such as voice synthesizers.
- spelling** The process of representing language by means of a writing system or orthography.
- vocabulary** The words known or used by a person or group, including the specialized meanings that words acquire when they are used for technical purposes, regional usages and slang.
- writing** 1. The use of a writing system or orthography by people in the conduct of their daily lives to communicate over time and space. 2. The process or result of recording language graphically by hand or other means, as by the use of computers or braille.

Sarandon a nun.

This year 5,043 Academy members voted by secret ballot. The membership includes actors, writers, producers and directors as well as costume designers, cinematographers, film editors, sound effects technicians and makeup specialists, among other categories.

Because artistry is usually not the issue at the Oscars, movie buffs remain in various levels of outrage at what they view as the oversights, snubs and silliness of the nominations and awards. Nicole Kidman and John Travolta were not even nominated, even though they were widely considered contenders for their striking performances in "To Die For" and "Get Shorty." The conventional wisdom is that Academy voters abhor dark comedies and favor big, splashy movies like

To improve the Oscar odds: play prostitutes or mutes; get sick or die.

"Braveheart" and "Apollo 13," which were both nominated. The other films nominated are "Babe," "The Postman" and "Sense and Sensibility."

Jennifer Jason-Leigh, who played a failed rock singer in "Georgia," was passed over perhaps because she doesn't play the Hollywood game — show up at the parties, give the interviews, behave like a star.

Terry Press, an executive at Dreamworks, still recalls the outrage of her father, who kicked the television set during the 1956 Oscars when Yul Brynner won the best actor award for "The King and I" over Kirk Douglas in "Lust for Life." "He didn't watch for five years after that," he said.

Ms. Press pointed out plenty of other odd choices. "How Green Was My Valley" beat "Citizen Kane" as best picture in 1941. Judy Holliday won best actress in 1950 for "Born Yesterday" over Gloria Swanson in "Sunset Boulevard" and Bette Davis and Anne Baxter in "All About Eve." (Hollywood is overruled by Broadway stars who repeat their stage roles on the screen.)

All this amoyance by fans obscures the fact that the Oscar ceremonies are often just a frilly show that shouldn't be taken too seriously. Shortly after the first Oscar show in 1928, Frances Marion, an MGM screenwriter, wrote one of the first and probably most acerbic comments about the award.

"The little gold-washed statuette was thought, by skeptics and art lovers, a bit on the absurdish side," he said. "Still, I see it as the perfect symbol of the picture business: a powerful athletic body clutching a gleaming sword with half of his head, that part which holds the brains, completely sliced off."

The World

The Idea of Europe Trips Over the Real Thing

By RICHARD W. STEVENSON

AFTER two vicious wars, the peace and prosperity enjoyed by Western Europe in the second half of this century can be attributed in good part to a single act in the early 1950's, or at least to the idea behind it.

The act was the decision by France and Germany to eliminate the trade barriers between their coal and steel industries — the very engines of their war machines — and thus create a degree of interdependence between the nations. And the idea was that through such mundane economic links, one following the next, the interests of Europe's ancient rivals could be bound inextricably, providing a foundation for peace and an opening perhaps to create a United States of Europe.

As played out over the last four and a half decades, the idea has proven remarkably successful. It led to a common market across Western Europe and reached a logical climax in 1991 with the unveiling of grandiose new plans, notably for a single currency. In a broader sense, it fostered a degree of political cooperation that ultimately helped bury the twin realities that ever since the mid-1940's had hung menacingly over Western Europe: the cold war and the division of Germany.

But now the idea of an ever-more-united Europe may be a victim of its own success. In the absence of a common threat, the process of further integration is sputtering or even stalling, and Europe is beginning to wonder whether it has reached the limits of the strategy of unification.

So on Friday the European Union's member nations, now 15 strong but uncertain of where they are headed, will gather in a Fiat factory in Turin, Italy, in search of a new vision for Europe in the next century.

Ready, Set, Crawl

It will in many ways be a frustrating experience. As much as some nations, Germany in particular, might like to set grand goals as a way of restoring momentum to that process, even the Germans acknowledge that the best they can hope for will be far more prosaic (if no less critical): to hold on to the degree of unity the union has already achieved as it expands, even if slowly, across the continent in a time of great economic and political upheaval.

The problem is not just that the absence of a common enemy has stripped Europe of its motivation to focus on common goals. It is also that many of Europe's problems in the mid-1990's — rising unem-

ployment, declining international competitiveness, an inability to pay for traditionally generous social welfare benefits — do not necessarily lend themselves to common solutions. Indeed, in an increasingly competitive global economy, they could spark a resurgence in nationalism, especially if Europe's leaders cannot find — or choose not to seek — compelling reasons why their citizens should consider themselves Europeans.

In immediate terms, the union's growing membership and the corresponding welter of cultural, economic and political imperatives are straining its ability to reach consensus about anything — indeed, about how to reach a consensus. The practical problems of policy making and governance will only grow worse, with up to a dozen other countries, most from the former Soviet bloc, clamoring for admittance over the next decade, even if the strategic challenge of integrating former enemies is a welcome one.

For the last four years, the group has counted on the plan to adopt a common monetary policy and a single currency by 1999 to drive its integration efforts. But hopes of achieving that goal on schedule, at least among more than a small group, have already dimmed, as has the whole strategy of using economics as a Trojan horse for political unity.

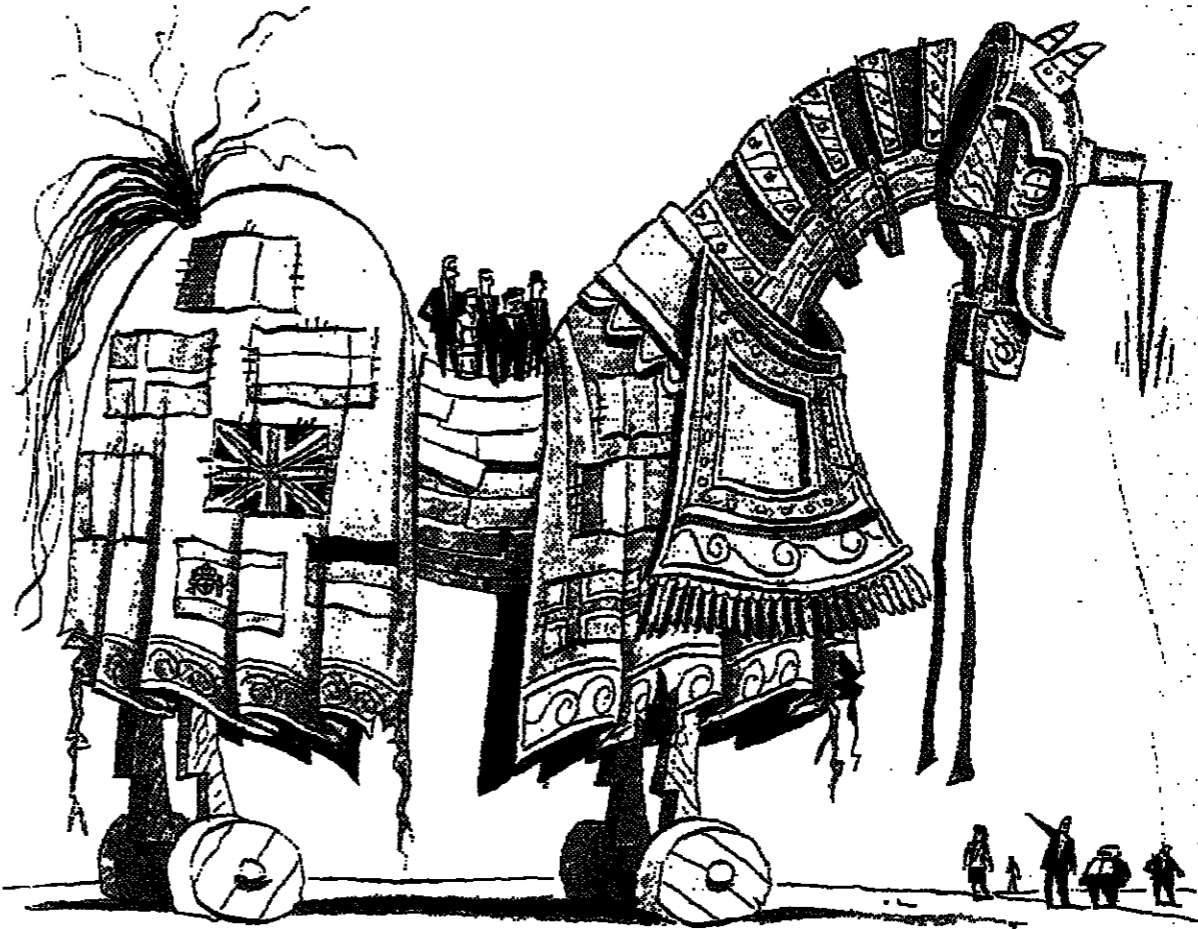
Most of the governments are under pressure to

The leaders are meeting again to plan the future, but now their sights are low.

focus more on domestic priorities and less on European obligations — particularly when it comes to the belt-tightening required if there is to be a single currency. And the hopes expressed in 1991 of moving toward a common foreign policy were exposed as empty by the union's inability to deal with the war in Bosnia.

So for the first time, the union's leaders will be confronting the likelihood that their nations are not only not moving inexorably closer, but risk drifting apart.

Not all think that is such a bad thing. Prime Minister John Major of Britain, for one, would be happy to see the notion of a truly federal Europe killed off. But even among those most committed to continuing integration, notably Chancellor Helmut Kohl of Germany, there is a recognition that such diverse European



Randy Jones

countries cannot expect unanimity any longer. And look as they might, no one can find a 1996 version of Jean Monnet, the visionary French bureaucrat who pushed for creation of the Coal and Steel Community and whose dogged advocacy of integration by economic means made him among the most influential Europeans of this half century.

"The community has already reached a high water mark in integration," said Paul Whiteley, a professor of government at the College of William and Mary who is doing research this year at Sheffield University in Britain. "Monetary union had been seen as the way forward. My difficulty now and that of others is in seeing some sort of big idea analogous to those of the American founding fathers that will inspire and promote new enthusiasm for European integration and that will take it to a new plane."

How to Decide?

The gathering in Turin, designed to review progress toward the grand goals set in 1991, is a kickoff to a year or more of rolling discussions among government officials. Its will encompass issues such as police cooperation, immigration standards, common social welfare and tax policies, and monetary union.

But the most contentious discussions are likely to be about how the group should make decisions as its membership expands, and about the extent to which individual nations should be allowed to participate in some aspects of the union and not in others.

Most nations, led by Germany and France, want the union to abandon its traditional practice of requiring unanimity for new policies. The French and Germans, backed by the Brussels bureaucracy, fear that Britain, which under the Conservatives has been hostile to any encroachment by the union on national sovereignty, will stymie their more ambitious plans.

They also recognize that with the addition of every new member, it becomes that much harder to reach agreements that satisfy all.

The conference will consider proposals such as giving nations voting power in proportion to their size, but requiring only a majority of votes for new policies.

The question of voting power is closely related to that of how to make the union, which long operated on the basis that all members went ahead together on all fronts, more flexible. That tradition began breaking down four years ago when Britain negotiated the right to opt out of the currency union. Now even France and Germany recognize that it is unworkable.

Several models are under consideration. One, dubbed à la carte, would allow each nation to choose which aspects of the union it wanted to participate in. The one most likely to prevail is known as the concentric rings. It would allow core groups to go ahead with certain plans, with the idea that others, while not exempt from participating, would follow along later.

But many European diplomats are troubled by another model, dubbed the bicycle. This analogy holds that Europe must retain forward momentum. If it is capable only of holding still, it will topple over.

JP MUSIC CLUB PRESENTS COUNTRY and FOLK and SAX and SWING

Great collections on sets of 4 CD'S
JP Special — NIS 89 Set of 4 CD'S

Buy 3 sets — and get Portable CD Album plus FREE Door-to-Door delivery (where available)

1. MUSIC FOR LOVERS — love and romance celebrated by 101 Strings orchestra, featuring I've Got you under My Skin, When I Fall in Love, The Way We Were and many more (4 CD's).

2. THE AGE OF SWING — featuring St. Louis Blues, Swanee River, In the Mood, Sweet Georgia Brown, etc (4 CD's).

3. A CELEBRATION OF GREGORIAN CHANT — performed by The Choristers of Westminster Cathedral, Gloriae Dei Cantores, Choeur Gragonien de Paris and more (4 CD's).

4. THE MAGIC OF IRELAND — including The Wild Rover, Danny Boy, The Rose of Tralee, Whiskey in the Jar and many more (4 CD's).

5. SAX AT MIDNIGHT — Unforgettable, Misty, Moon River, Love Me Tender and many more (4 CD's).

6. INSTRUMENTAL MOODS — featuring Love Story, You Are the Sunshine of My Life, Just for You, Maria and others (4 CD's).

7. TAKE MY BREATH AWAY — 50 sensational themes from stage and screen, including Gone with the Wind, Phantom of the Opera, Chariots of Fire, Twin Peaks and more. (4 CD's).

8. MAGIC SOUNDS OF THE PAN PIPES — featuring The Flight of the Condor, Aranzhuez Mon Amour, Don't Cry for Me Argentina and many more (4 CD's).

9. GREAT SOUND OF COUNTRY — with Johnny Cash, Patsy Cline, Loretta Lynn, The Kendalls, Merle Haggard and others. (4 CD's).

10. THE JAZZ BOX — featuring Duke Ellington, Chet Baker, Wes Montgomery, Roger Kellaway and more (4 CD's).

11. FILM and TV THEMES — from Dynasty, Goldfinger, Terms of Endearment, Winds of War, Yentl and many more (4 CD's).



To: JP Music Club, The Jerusalem Post, POB 81, Jerusalem 91000
Please send me the following sets of 4 CD's, at NIS 89 per set

1 2 3 4 5 6 7 8 9 10 11

Mailing — NIS 9 per order
Door-to-Door delivery — NIS 15 per order, FREE when ordering 3 or more sets,

Enclosed is my check payable to The Jerusalem Post, or credit card details

VISA ISRACARD DINERS AMEX

CC No. _____ Exp. _____ ID No. _____
Name _____ Address _____
City _____ Code _____ Tel (day) _____ Signature _____

ORDER BY PHONE OR FAX
02-241282
Fax: 02-241212



Portable CD album (stores 6 CD's) — NIS 19 — FREE when ordering 3 or more sets.

Sunrise in Japan — Not

Continued from page 1

ideals — and yet is so unhappy with the results. This underscores that the kind of values that Americans yearn for, even if they can be achieved, carry a price.

Japan's social discipline may be admirable, but one person's discipline is another's regimentation. Take the respect for police officers, who are not called "pigs" but "Honorable Mr. Walkabout." The police's power to detain suspects is heartwarming if you fear robbery, but less so if you are stopped on the street because you look "suspicious" and are asked to empty your pockets, or to go to the police station for an interview. Americans would never accept the rule that all people register their addresses with the Government.

These days, Americans from President Clinton on down seem to think that school uniforms are a good way to cultivate discipline. At first glance, Japan would appear to be the model: all junior high school students wear uniforms, and they are not normally allowed to take money to school, wear watches or stop off on the way between home and school.

Yet just as Americans are thinking of whether to expand the use of school uniforms, Japanese schools are thinking of moving away from them. Some principals say uniforms eventually may be banished because they stifle creativity, and dress codes already are being relaxed. A generation ago, there was no incontrovertible evidence that school girls had knees, because none were ever sighted. These days, in the cities, skirts have hiked up so high that amateur biologists can ascertain that school girls have not only knees but also thighs.

Gum-Free Zones

The broader vision of schools as military academies is also wearing thin in Japan. Gum, for example, traditionally was regarded in Japanese schools the way drugs are in American schools, and recently a teacher slapped a 15-year-old boy for chewing gum before class. The blow injured the boy's eardrum, and this time the teacher was ordered to apologize to the student.

Japanese students are far ahead of their American counterparts, especially in math and science and music. But there are growing calls in Japan to change the educational system on the ground that it teaches children to memorize but not to think. It is true that on standardized international tests Japanese children fare much better in solving math equations than in solving math story problems. (But it is not clear that Americans should be greatly cheered that Japanese students are four times better at equations and only twice as good at story problems as kids in the United States.)

"In education, in any subject where there's a correct answer, Japanese training has been very good," said Mr. Ozawa, the opposition leader. "But we have to change that to a system where there's more than one correct answer, to one that strengthens the individual, that increases creativity. And to do that we need to change company entrance examinations, indeed, the whole system of employment."

Americans often complain that crucial national decisions are made for political reasons, by politicians with blow-dried hair and brains. But Japan offers a glimpse of the alternative: crucial national decisions made by brilliant, well-trained, virtually incorruptible bureaucrats. The Japanese long instead for politicians to make decisions on the basis of what people want.

"The underbelly of this exquisite society is beginning to surface," said Robert Jay Lifton, a professor of psychology and psychiatry who has written extensively about Japan and America. Mr. Lifton added: "The Japanese are seething within."

ECONOMY

Life of a Cold Caller Rides On a Smile and Thick Skin

By BARBARA WHITAKER

ETREVOSE, Pa. VELYN WILEY'S desk is unadorned. No family pictures. No mementos or favorite sayings. The only thing distinguishing it is a small hand mirror perched on the keyboard of her computer.

She keeps it there to see if she's smiling. If she is, chances are she's selling.

"They always listen when I smile," Ms. Wiley said.

No small challenge. Ms. Wiley is one of those people America loves to hate: a telephone solicitor. Each day, she interrupts dozens of people she doesn't know, trying to sell them something they didn't ask for and probably feel they don't need.

But Ms. Wiley, a "30-something" Philadelphia woman who has worked as a telephone solicitor for nearly a year, sees her role in a different light. To her, she is nothing less than a telephone help mate.

"I feel important," she said. "I know it's disruptive, but my approach is: I have a great offer for you."

In a sense, telephone solicitors are the door-to-door salesmen of the 90's, using a reduced interest rate as the bait. That put them well ahead of their goal of "selling" \$2,600 an hour in advances per sales representative, reaching an average of \$4,400 instead.

That kind of success helps explain why, despite problems in the industry with fraud, deception and public scorn, the cold-calling side of tele-

marketing has grown into a multi-billion-dollar business.

Sales to consumers by so-called outbound telemarketers — retailers or the representatives they hire, like ICT, that initiate calls to customers — soared to an estimated \$159 billion last year, from \$117 billion in 1990, according to the Direct Marketing Association, a trade group based in Washington. When calls to business customers are added in, sales came to \$385 billion last year, the association says. (That is not counting the billions of dollars taken in by fraudulent operators. Nor does it include the huge amount of business done by catalogue companies, which are characterized as inbound telemarketers because the consumer calls them.)

"It's the kind of business that I think people like to complain about, yet people are spending \$385 billion on goods and services purchased by the telephone, which speaks to the fact that it offers a service people are not getting other ways," said Donna Krampf, director of consumer-credit relations for the trade group.

Ms. Wiley's employer has been on a roll for years now. Revenues for ICT, which is involved in telemarketing management and research services as well as sales, have grown from \$2 million in 1987 to \$32 million last year. Among companies that specialize in outbound calls, ICT was ranked eighth last year in billable minutes by Telemarketing and Call Center Solutions Magazine.

"We've been doubling in size every two years," said John J. Brennan, ICT Group's president and chief executive. "The market is very good, and we've done a lot of diversification to broaden our approach."

The company, which is based in nearby Langhorne, Pa., operates 20 outbound calling centers, 3 of which have opened this year. Two of the centers are abroad, in Dublin and St. John, New Brunswick.

Compensation for sales representatives varies in the industry, depending on skills and the part of the country where the caller is working. At ICT, the pay averages \$6 to \$8 an hour to start. For those with special skills, like licensed insurance agents, the rate is generally \$8 to \$10 an hour to start. And medical benefits, seldom provided before, are now being given more frequently to people in that group.

The company and its clients also frequently offer incentives to push the employees. Callers working at least 40 hours a month can increase hourly wages by a maximum of \$4.75 if they consistently perform above their peers.

In addition, the callers can eventually move into supervisory or management jobs, which pay better salaries. At ICT, supervisors earn annual salaries of about \$25,000, a call center manager will make \$30,000 to \$40,000 and a director of regional operations can make up to \$60,000.

New employees not cut out for the job will generally leave within the first two weeks, said Amy Brennan, the office manager at the Bucks County calling center. Generally, about 5 percent drop out by that point. To keep the turnover that low, she says she is very selective. What does she look for? "It's voice inflection, it's tone, it's their attitude in the interview," said Ms. Brennan, who is not related to the company's president.

"I don't really expect to sit with anyone and have them say, 'This is my dream job,'" she added. "But sometimes they come and find they like it."

Looking back to her early days on the job, Ms. Wiley confessed to wondering if it was going to work out. A business school graduate who also went to a community college for two years, she selected a job in telemarketing over secretarial and clerical positions because she liked the idea that she would be using her communication skills.

Her first week, however, was a disaster as she tried to persuade people to change long-distance companies.

People either hung up on her or took the time to tell her off. "They're telling you their company is better," Ms. Wiley remembered. "They'd go

into, 'Let me tell you about your company'... 'It cost me X amount of dollars to talk to people next door'... 'Stop calling here.'"

It was at that point, she recalled, that she turned to a mirror for some role playing.

"I acted like I was the customer," she said. "I asked questions and answered myself back. I used my rebuttals, and I felt real confident."

So she took the mirror to work.

"It was excellent because it was a very hard program, and I reached the goal in one day," she said. "I've been carrying my mirror ever since."

Although the callers receive training to help them present themselves and the product in the best possible way, how they deal with rejection must come from within.

"You have to be strong," said Ms. Wiley, expressing a view echoed by other sales representatives. "I think it's a built-in thing."

Those familiar with the business say Americans have an ingrained sense of politeness and generally get off without getting ugly, although people in New York City (rude) and Wisconsin (suspicious) are known to be more difficult.

When the rejection is bad, a supervisor might come over for a personal pep talk. Management prepares for particularly difficult selling campaigns — in which just one sale is expected every two or three hours — by selecting the best people and backing them up with a higher number of supervisors. Financial or other incentives — ranging from unexpected boxes of candy to complicated bonus arrangements for those who sell more than the office average — are also used to "sweeten the pot," Ms. Brennan said.

Morale boosters might be something as simple as passing an envelope containing a \$10 bill to the person with the most recent sale. At the end of a designated period, the person with the envelope can keep the money.

ICT employs 3,000 service representatives, including 540 who have been with the company for three years or more.

As the business has grown, the sales force has become older, Mr. Brennan said. He began to see a change in the recession of 1991, when the average age of new hires went to 31, from 21. "When people started losing jobs," Mr. Brennan said, "they got involved in this."

Larry Twine, 55, is one of those people. He took his job out of necessity. He had worked as a securities analyst for 28 years and then became a consultant. But the stock market crash in 1987 ended that career, he said. After a long stretch of being told he was overqualified for a variety of jobs, he joined ICT in 1990.

His approach to the job was to learn as much as he could about telephone sales so that he could perform as professionally as possible. To earn as much as possible, he obtained licenses to sell insurance in half the states. Now, he consistently leads the office in sales.

Mr. Twine and the others at the calling center use computers and well-honed phone lists to reach their unsuspecting clientele. The comput-



Hank Kulig says rejection just comes with the territory in the business of telephone sales — "you just can't let it bother you."

access to a cellular phone with a different number. He calls the friend, setting up a rather bizarre three-way exchange.

Mr. Watson can hear the man saying, "I can't call him back, so I was wanting to know your thoughts on it." Then the customer comes back, "What kind of information do you need?"

Mr. Watson says he needs to know only how much of an advance the man wants.

Within a few minutes, Mr. Watson is wrapping up the deal to hit the man's credit card limit by sending him a check for \$4,600.

Then it's right back to business for Mr. Watson. A wrong number, then someone in Monroe, N.C., answers. "I'm in pain up to my elbows," the customer says. Or was it paint? Mr. Watson doesn't press.

He moves on. After two calls are not answered, he gets a man who has just come home from the hospital after open-heart surgery. Mr. Watson starts to back off until the man mentions his medical bills.

"I'm sorry to hear about your condition," Mr. Watson says, "but this could help you to pay some of those medical expenses, and there's no time limit."

The customer counters that his wife has the credit card in her name, and she is going to pay things off that way. "I think right now I'll stick with that," he says.

"Hope you get better," Mr. Watson concludes. "Thank you for talking with me."

The call epitomized what makes telephone solicitors successful. Although Mr. Watson was working from a script, he adapted it to suit the situation. Every representative has to find the right approach, and quickly.

Consider the ICT sales representative in Dublin who was calling the United States for a campaign. Although he was speaking English, it might as well have been Japanese to the man he reached in Texas.

The customer asked whether he could put someone on the line who could speak "West Texas." The caller left the phone for a second, thought back to the American West, he had seen on television and then returned the call doing his best John Wayne impression. He made the sale.

Over time, sales representatives come up with their own winning styles.

Hank Kulig, a career salesman who was downsized from his job selling corporate lighting, said he just stuck to the facts. For the credit card campaign, he has written notes on his script ticking off the various ways a cash advance can be used: home improvements, special purchases, vacations, medical expenses.

When a man in Indiana says he has no need for the money, Mr. Kulig stresses the 9.9 percent rate and the fact that this kind of deal never seems to be there when you need it.

"You can always return it," Mr. Kulig says of the cash advance.

"It sounds awful good, but I don't need any right now," the man responds.

"You don't need a check for \$3,000 or \$4,000?" Mr. Kulig asks, making a last run at it. When the man continues to decline, Mr. Kulig asks him to "keep us in mind" and leaves him with an "800" number for customer service.

All representatives are monitored at random throughout the day. Three times each day they will be scored on their performance by quality assurance monitors, who will examine everything from their diction to the "rebuttals" they use to keep a resistant customer on the line to their overall professionalism.

"We're like your mother," said Karen Furman, one of the monitors.

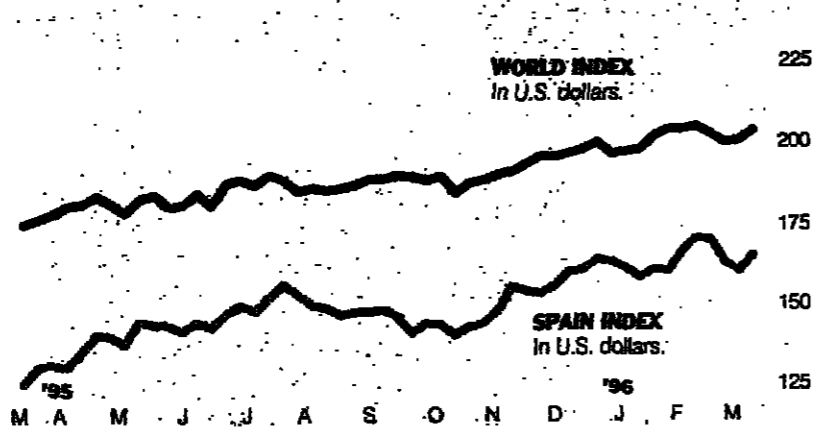
The sales representatives are also being watched closely by the higher-ranking supervisors.

Plagued by phone scams conducted by fraudulent operators, legitimate companies are constantly refining their approach to raise the level of consumer acceptance, Mr. Brennan said.

Ms. Krampf, the public relations director for the marketing association, concurred, noting that companies attribute their success to their ability to pinpoint their audience, providing information and services that those consumers actually want.

Still, consumer skepticism is warranted. Authorities estimate that \$40 billion in fraudulent or deceptive sales are made each year in the United States.

WORLD STOCK MARKETS



Prepared by Goldman, Sachs & Co. (Data derived from the Financial Times/Standard & Poor's Actuaries World Index, a measure of stock market performance. The FT Index are compiled jointly by The Financial Times Limited, Goldman, Sachs & Co. and Standard & Poor's, in conjunction with the Institute of Actuaries and Faculty of Actuaries.)

PERFORMANCE IN U.S. DOLLARS IN LOCAL CURR.

Country	Index	Week % Chg.	Week Rank	YTD % Chg.	YTD Rank	Dividend	Index	YTD % Chg.
Australia	199.54	0.8	19	5.0	14	4.01	170.85	0.6
Austria	183.38	1.7	13	5.1	13	1.61	140.50	8.3
Belgium	206.57	1.4	14	-1.2	25	3.70	154.45	1.8
Brazil	156.84	3.3	5	13.7	1	1.72	284.91	15.5
Britain	230.57	2.4	10	0.0	22	4.20	222.74	1.2
Canada	156.20	0.2	23	5.2	12	2.44	154.10	5.1
Denmark	292.67	-0.5	25	1.4	20	1.80	226.83	4.2
Finland	185.83	0.9	18	-0.7	23	2.74	179.28	5.2
France	187.29	0.7	21	4.4	16	3.12	148.74	8.1
Germany	174.38	2.0	12	6.5	8	1.92	133.75	9.8
Hong Kong	433.37	4.3	4	11.8	5	3.36	430.18	11.8
Ireland	260.02	0.7	20	1.8	19	3.48	231.85	3.2
Italy	72.98	-0.2	24	-1.0	24	2.12	85.18	-2.5
Japan	149.93	1.4	15	-3.2	26	0.76	101.16	0.1
Malaysia	551.31	2.2	11	13.6	2	1.60	540.06	13.8
Mexico	1,174.08	7.9	1	13.4	3	1.43	970.72	11.2
Netherlands	265.46	1.2	17	4.7	15	3.21	215.16	7.8
New Zealand	84.62	2.6	8	6.2	9	4.59	65.39	1.1
Norway	239.24	0.5	22	3.4	17	2.40	208.43	5.1
Singapore	442.97	2.8	7	8.8	6	1.39	287.77	8.4
South Africa	387.44	-0.7	26	0.5	21	2.54	332.12	8.2
Spain	169.82	3.0	6	2.8	18	3.42	159.51	5.1
Sweden	349.77	4.6	3	12.1	4	2.39	342.81	12.0
Switzerland	250.43	2.6	9	6.1	10	1.53	185.30	10.1
Thailand	182.03	5.0	2	8.2	7	1.83	178.46	8.5
United States	265.55	1.3	16	5.7	11	2.18	265.55	5.7

COMPOSITE INDICES

Region	Index	Week % Chg.	Week Rank	YTD % Chg.	YTD Rank
Europe	207.01	2.0	3	3.1	3.08
Pacific Basin	163.69	1.6	-	-0.9	1.20
Europe/Pacific	181.64	1.8	-	0.9	2.09
World	208.48	1.5	3	3.1	2.14

Source: Goldman, Sachs & Co. Exchange rates as of Friday's London close. © 1996 The Financial Times Ltd., Goldman, Sachs & Co. and Standard & Poor's.

CURRENCIES

Exchange rate	Friday	Last Friday	Week % Chg.	Year Ago
Japanese yen to the U.S. dollar	106.86	105.88	+0.93	88.33
German marks to the U.S. dollar	1.4761	1.4720	+0.28	1.4173
Canadian dollars to the U.S. dollar	1.3627	1.3640	-0.10	1.4008
U.S. dollars to the British pound	1.5350	1.5272	+0.51	1.5935

Source: Bloomberg Financial Markets, exchange rates as of Friday's New York close

March 18-22: Stock and Bond Prices Rise on Hopes of Moderate Expansion

PRICES

DOMESTIC EQUITIES

Broad market	Up 1.43%
S & P. 500 index	650.62
Blue chips	Up 0.93%
Dow 30 industrials	5,636.64
Small capitalization	Up 1.35%
Russell 2000 index	329.48

DOMESTIC BONDS

Treasuries	Up 0.83%
Ryan Labs. Total Return	186.46
Municipals	Up 1.27%
Bond Buyer index	114.25
Corporates	Up 0.84%
Merrill Lynch Master index	798.91

AROUND THE WORLD

European stocks	Up 1.97%
F.T.-Actuaries Europe	207.01
Asian stocks*	Up 1.61%
F.T.-Actuaries Pacific Basin	163.69
Gold	Up 0.50%
New York cash price	\$398.90

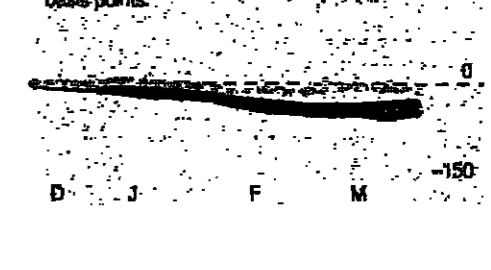
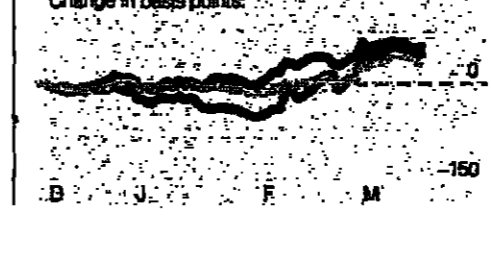
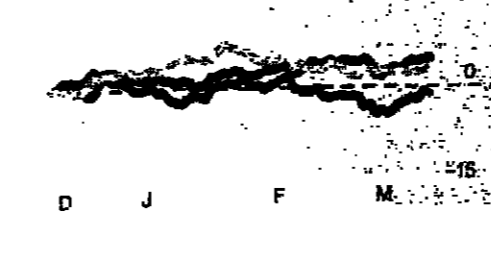
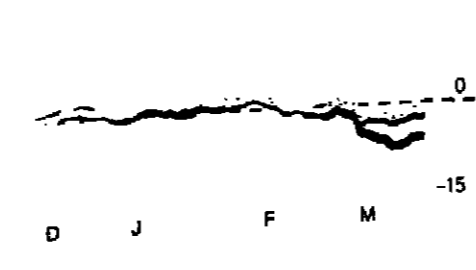
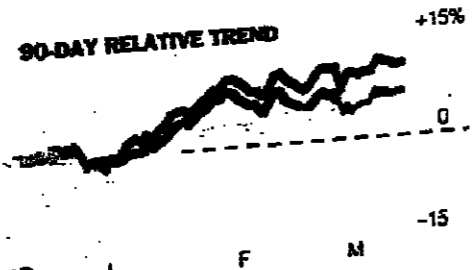
YIELDS

BONDS

Long bonds	6.64%
30-year Treasuries	Down 9 basis pts.
Short bonds	5.75%
2-year Treasuries	Down 13 basis pts.
Municipals	5.95%
Bond Buyer index	Down 11 basis pts.

OTHER INVESTMENTS

Money market funds	4.79%
Taxable average	Up 6 basis pts.
Bank C.D.'s	4.70%
1-year small savers	Up 3 basis pts.
Stocks	2.21%
S. & P. 500 dividend yield	Down 3 b.p.



Source: Bank Rate Monitor; Bloomberg Financial Markets; The Bond Buyer; Datastream; Goldman, Sachs; IBC's Money Fund Report; Merrill Lynch; Standard & Poor's; Ryan Labs



Cosmic Shiver

By Dennis Overbye

STONE RIDGE, N.Y. I write this with trembling hands, because I haven't yet seen Comet Hyakutake — the great spring comet that silently invaded our skies last week. Tomorrow will be the Night of the Comet, when it will be a mere 10 million miles from Earth and appear fat as a full moon, although much dimmer. An amateur astronomer who saw its tail last week reported on the Great Canadian Hairy Star Party (one of the dozens of World Wide Web sites that have sprung up to celebrate the apparition) that it literally sent a shiver down his spine. "Now I know why comets used to frighten people," he wrote.

That's a different kind of shiver than one gets from watching the stock market drop 171 points on news of rising employment. I want to experience that shiver, that primordial tin-

Dennis Overbye is the author of "Lonely Hearts of the Cosmos."

gle — and I'm not the only one. Around the Northern Hemisphere, amateur astronomers are succumbing to comet fever, staying up all night in the still freezing darkness, straggling into work bleary-eyed with cosmic visions. Beauty, the poet Rainer Maria Rilke said, is dimly perceived terror. And the fairy glow of comets has a long history of producing a delicious shiver in human psyches. A fourth-century B.C. Chinese booklet listed 27 different forms of comets and the disasters they presaged, from wars to famines. The Stoic philosopher Seneca attributed comets' power to their airy contravention of the established order — appearing without warning. Shakespeare, following Augustus Caesar himself, linked the assassination of Julius Caesar with the great comet of 44 B.C. Milton imagined pestilence and war raining from the comet's tail as if from Satan's hair. In 1910, people took pills to protect against poison gas in the tail of Halley's Comet.

Of course we know now from spacecraft photos that comets are just blackened snowballs volatilizing in the sunlight. Save being locked in a room with Patrick Buchanan, a good case of

Old Testament cosmic dread is hard to come by in this age of machines. Any of us can download images taken from the Hubble Space Telescope of galaxies billions of light-years away. Some can even explain how those images are procured. But none of us can really comprehend the immensity of the gulfs of space and time they portray. Who can measure his stride against a light year?

Ten years ago this week, I was standing in the Australian outback with several thousand other astronomical tourists waiting for Halley's Comet, looking forward to a dose of Rilkean terror. Halley was long on science — it spawned the launch of a half dozen spacecraft — but short on pyrotechnics. The lesson being that the universe is a big place, and the show's not always going to be for you. Astronomers had been touting Comet Hale-Bopp, due a year from now, as the next Great Comet. Then in January a Japanese amateur, Yuji Hyakutake, saw through his binoculars a smudgy patch of light near the constellation Libra. A Great Comet was already on our doorstep.

Comet Hyakutake is a gift at the end

of the worst winter on record in the East. If it means anything, let it mean spring. It could be a vision for the ages, a pearly smooch staring down over Central Park like the eye of God. Or it could fizzle. I'm trembling because I don't want to be fooled again. Surprise is the signature of cometary astronomy. We are hostages of

Comet Hyakutake is a gift from the heavens.

The universe. But not all news that arrives in the middle of the night is bad. More than we like to admit it, things happen and we don't know why. The space shuttle tether snaps, the stock market goes up, the ozone layer goes down, the Einstein manuscript doesn't sell.

Later, of course, we always manage to come up with an explanation. Just as in hindsight we can find a catastrophe for every comet: Halley's feeble appearance was bracketed by the Challenger explosion and the Chernobyl accident. We will find reasons. But for a moment we're clueless, like children reduced to staring.

This time, the show really is for us. Later this week, we will reconceive ourselves that we are masters of the universe with our ever more clever Web browsers, our genome maps and our hedge funds. But tomorrow it will be O.K. to feel that old primordial tingle on the hairs on the back of your neck. Pray for clear skies.

Liberties

MAUREEN DOWD

The Last Laugh

WASHINGTON

Don Imus knew something was awry when he made a raunchy joke about President Clinton and looked over to check his reaction.

"I can't even describe his face," the New York radio show host said. "If he'd had a gun, he'd a shot me. I was talking to him like I was sitting next to him on a bar stool. I did not want to go down there and be a weasel. You've got a big mouth on radio and then you say it face to face to these people and it's a different story. All this is hypocrisy. It was watered down, believe me. I wanted to have a joke about how the President could combat charges of womanizing by becoming a Mormon. And if we had four or five First Ladies, America was bound to like one of them."

Nobody in the capital is talking about Clinton or Colin Powell. All anyone can talk about is Don Imus. His after-dinner monologue before the media and political establishment at the Radio-Television Correspondents Association dinner Thursday has thrown the capital into a kerfuffle.

With the Clintons trapped on the dais, growing more and more uncomfortable — "I heard the First Lady say, 'Oh, my God,' when I did the joke about Peter Jennings and the intern," Mr. Imus recalls — the cadaverous comedian did 30 minutes of the same tasteless, over-the-top, disrespectful humor he has been doing on radio for a quarter of a century. But, somehow, the company was shocked, shocked, that the shock jock was shocking.

The black-tie audience looked as if it was caught in a "Friday the 13th" movie, half-smiles frozen.

"I didn't have much time," Mr. Imus mused afterward. "And there were so many people to butcher."

Whoever thought we'd need a V-chip for C-SPAN? Michael McCurry, the White House spokesman, called C-SPAN executives and asked them not to rebroadcast the "tasteless" monologue. C-SPAN refused. The most boring and polite channel on earth had never before been accused of pandering, licentiousness and bad taste. But it recognized a hit when it saw one. After those endless hours trained on a deserted Senate chamber, C-SPAN cameras had captured the stunning spectacle of a cherished Washington ritual imploding.

The Radio-Television Correspondents Association sent a letter of apology to the President, and the media

stars and pols who do guest spots on the Imus show began, as one put it, "running for the hills."

Cokie Roberts of ABC said she would never go on again, noting, "You can't make fun of the President when he's sitting right there."

But it was the President, after all, who "certified Imus's influence," as New York Magazine put it, when he went on the show during the 1992 New York primary. To go over the head of the establishment media, Mr. Clinton traded down to Imus, Phil Donahue and MTV. Mr. Imus called him "Bubba," and Mr. Clinton said Bubba was Southern for "mensch."

Mr. Clinton was playing with fire. The candidate who used Mr. Imus to showcase his populism is now the President who wants more respect. But the Bubba jokes are coming home to roost.

Bubba no more.

Washington press dimers are based on a charade. If political humor is going to be really funny, it has to be in polite. But the press and the pols want to cozy up, so the comedy is supposed to singe but never burn, as the Gridiron motto goes.

Mr. Imus may have been coarser than his predecessors, but I remember cringing as I watched Paula Poundstone go after President Bush at a White House press dinner, and again another year when Simbad taunted Barbara Bush about looking like a grandmother.

The President and First Lady should not have to subject themselves to evenings like this, fraternizing with their critics and getting roasted by what Tom Brokaw calls "low-rent lounge acts."

And Don Imus should not be expected to be Garrison Keillor. "You put a shark in the bathtub, it's gonna eat the fish," says Jeff Greenfield of ABC. "Did they expect Bob Hope material about Clinton's golf game?"

White House officials snubbed Mr. Imus after his speech. I asked the tormentor how it feels to be the pariah. "It doesn't get any better than this," he said, with a low chuckle.

Clinton's Gunboat Diplomacy

By James Shinn

As revelers made their way home through the streets of Taipei yesterday after celebrating Taiwan's first democratic presidential election, Beijing and Washington were no doubt sharing some sobering reflections.

For 20 years, Taiwan has been suspended in strategic ambiguity, with the United States saying, in effect, "If Taiwan declares independence, don't count on us; if China invades Taiwan, don't count on us." Now this ambiguity has been shattered.

China's missile tests and military exercises, while provocative, fell short of an invasion. Why did President Clinton up the ante so drastically, sending in the nuclear gunboats and discarding a Taiwan policy that had stood the test of two decades?

If Mr. Clinton consults his diplomatic advisers, they will point out that Taiwan has no allies in Asia. In contrast to the Desert Storm coalition that fought the Persian Gulf war, the

James Shinn, senior fellow for Asia at the Council on Foreign Relations, is the author of "Weaving the Net: Conditional Engagement with China."

United States stands alone on Taiwan. Japan and South Korea would likely resist using American bases on their soil in a conflict with China. Our security system in Asia could unravel.

If Mr. Clinton asks his pollsters, they will tell him that Taiwan is not a popular issue with the American public. Only 26 percent favor sending in the carriers; only 29 percent support the use of American troops if China invades.

If he listens to his generals, they will tell him that aircraft carriers can win any battle around Taiwan — but then what? If China keeps up military pressure on the island, what is the Seventh Fleet supposed to do? Bombs away? China has a vibrant economy, a huge army and nuclear weapons.

So whom did Bill Clinton listen to? Probably his campaign advisers, who may well have argued that despite the polls, military muscle-flexing in an election year is usually worth a few million votes. The President can bask in the statesman's limelight, which is more fun than haggling with Newt Gingrich over the budget.

But how statesmanlike is it to risk a battle with the wrong adversary? China is not a rogue regime and not necessarily fated to be an enemy. It is not the Evil Empire, yet we hold Beijing to a harsher standard than we apply to Moscow today. We deploy

aircraft carriers when the Chinese threaten Taiwan, yet we embrace Boris Yeltsin when he slaughters 30,000 citizens in Chechnya.

Where to go from here? For starters, the White House should state clearly, with more realism and less ambiguity, that if Taiwan declares independence, count us out; if China invades, count us in. But withdraw the gunboats now. Show Taipei to restart negotiations with Beijing on peaceful reunification — with China accepting Taiwan's legitimate "international space" for economic and cultural purposes, in exchange for Taiwan's renouncing any bid for political independence. And hope that booming cross-strait trade and investment will strengthen the hand of moderate voices on both sides.

In the meantime, Bill Clinton should hope that neither creeping independence from Taiwan, nor creeping provocation from China, come back to haunt him before Nov. 5.

Taiwan's election, and ours.

Foreign Affairs

THOMAS L. FRIEDMAN

Help Wanted: Deal Makers

WASHINGTON In many ways the immediate Taiwan crisis ended two weeks ago. On March 8, the U.S. national security adviser, Anthony Lake, met privately with his Chinese counterpart, Liu Hua Qui, at Pamela Harriman's farm in Middleburg, Va. The conclusion of their daylong meeting was an "understanding" that went like this: The U.S. would use its influence to try to restrain Taiwan from any more far-reaching moves toward independence, and in return Beijing would not use military force to resolve its current dispute with Taipei.

But having defused the short-term crisis, both sides understood that a longer-term deal had to be struck that would stabilize relations between China and Taiwan. There is such a deal to be had. This is not a Greek tragedy fated to end badly.

Taiwan's newly elected President, Lee Teng-hui, should vow that Taiwan will not now pursue full independence by seeking membership in institutions such as the U.N., and China should vow that while it remains committed to eventual reunification with Taiwan, it will only seek to accomplish this through peaceful means. In exchange for assurances from Taiwan that it will not pursue creeping, unilateral independence, China should also commit itself to allowing Taiwan a higher profile on the world stage. This could be anything from observer status in the U.N. to membership in the I.M.F. and World Bank. Taiwan would thrive from such a deal. It would have de facto independence, de jure democracy, flourishing capitalism and time — time for history to take its course and

China-Taiwan: the deal.

transform China into a state that Taiwan could more easily coexist with. Beijing, meanwhile, could claim victory — that its sovereignty was not being dismembered.

What worries me is not that there isn't a subtle, long-term deal to be had. What worries me is that there aren't the subtle deal makers to make it happen.

In Beijing, China's now-incapacitated Deng Xiaoping was the sort of leader who could strike a tough, nuanced deal. But Mr. Deng's successor, Jiang Zemin, doesn't have such clout, and in the ongoing power struggle in Beijing, Mr. Jiang's rivals seem intent on using any sign of nuance on his part regarding Taiwan as a sign of weakness to be turned against him.

In Taiwan, President Lee deserves great credit for skillfully shepherding his country to democracy. But he is a complicated man — born in Taiwan, educated in Japan and America. His heart is Taiwanese, his grammar is Japanese, his ideals Western and his leadership style Confucian aloofness. Mr. Lee does not have a good feel for mainland China, and by winning 54 percent of the vote in the presidential election, I fear he may get even more cocky in his dealings with Beijing. As for the rest of Asia, I recently

met with one of the region's elder statesmen and asked him why Japan, Singapore, Malaysia and Thailand didn't play a more assertive role with China and help the U.S. resolve the crisis. He answered: "China has been around here for 3,000 years. The U.S. has been out here in Asia for about 50 years. We figure you're maybe good for another 20 years. But after that you'll be gone, and we'll be left here alone with China. We can't afford a confrontation." Thanks a lot.

Finally, in Washington, the Clinton Administration has been all over the board on China. It came in vowing to tame the "dictators in Beijing," then opted for a policy of engagement. But without any adult supervision, every arm of the government (and Congress) just engaged Beijing in its own way, with no overall strategy. U.S. China policy drifted aimlessly, which is one reason why this crisis went as far as it did. It is shocking how little attention China has been given compared with Syria or Israel or Bosnia.

It's time for President Clinton to lead on this issue. He will be in Japan in mid-April. Why doesn't he also go to Beijing and try to help foster a new deal between Taiwan and China? If U.S. officials can embrace Slobodan Milosevic, Hafez al-Assad and Boris Yeltsin (who has killed a lot more civilians in Chechnya than the Chinese ever did in Tiananmen), then they can have a sustained dialogue with the Chinese. The opportunities are so great. The stakes are so high. It would be nice if at least one statesman rose to the occasion. Who knows, others might just follow.

ANCIENT SEALS - A GIFT FOR TODAY

The silver-plated replicas by ARYE AMYR - elegant, handmade pieces to display and enjoy - let you hold history in your hands. Born in Vienna, trained in Israel, Arye Amyr presents works inspired by archaeological finds and ancient Judaica:



SILVER SHEKEL of Israel, issued 66-70 C.E., decorated with 3 pomegranates and the inscription "JERUSALEM THE HOLY."



SILVER DINAR, minted during Bar Kochba war 135 C.E., with the inscription "FREEDOM FOR JERUSALEM".



ANCIENT SEAL discovered at Megiddo, decorated with LION OF JUDAH, issued during 8th century B.C.E.



MATTITYAHU ANTIGONUS' coin, showing the MENORA for the first time in history. Dated 40 B.C.E.



The earliest Hebrew coin struck in JUDEA, inscribed "YHD" in Aramaic. First half of the 4th century B.C.E.

Each coin is mounted on a beautiful dark stained wood base, 10x10 cm. Each coin is signed, with Certificate of Origin attached. Total height approx. 30 mm., weight approx. 400 g. All pieces are delivered in a silver-colored gift box.

Suggested retail price: NIS 269. JP introductory price: NIS 199, incl. door-to-door delivery, where available.



The Jerusalem Post, POB 81, Jerusalem 91000. Tel. 02-241282, Fax 02-241212. Please send me:

SHEKEL DINAR LION SEAL MENORA JUDEAN COIN

Enclosed is my check payable to The Jerusalem Post for NIS 199 per item, or credit card details:

Visa Isracaro Dinars

CC No. _____ Exp. _____

Name _____

Address _____

City _____ Code _____

Tel. (day) _____ ID No. _____

Signature _____

MUSIC

How Three Tenors Became a Marketing Juggernaut

By RALPH BLUMENTHAL

THE idea was big, and fittingly it came from the big man himself, Luciano Pavarotti. It came to him at a big event, the 1994 sellout "Three Tenors" concert at Dodger Stadium in Los Angeles, an extravaganza beamed to 1.3 billion television viewers worldwide, four years after the trio's smash debut in the ruins of ancient Rome, which generated the largest-selling classical recording of all time.

Backstage at the stadium, behind the mock rain forest, with its four-story waterfalls and pseudo-classical pillars, Mr. Pavarotti turned to his partners, José Carreras and Plácido Domingo, and said (as he later rendered it in his fluid if slightly stilted English): "Why not doing this around the world?"

And so it has come to pass. In June, the tenors will embark on a ballyhooed four-continent circuit of some of the world's largest outdoor arenas — "Three Tenors III," in effect. Already it is growing to colossal proportions in a triumph of marketing and song. The original five stops — including one American appearance, at Giants Stadium on July 20 — have ballooned to at least nine, counting newly booked concerts in Göteborg, Sweden, and Düsseldorf, Germany, and a New Year's Eve gala yet to be announced. There are also plans for a concert at the World Cup soccer championship in Paris in 1998.

Although the onslaught is still almost three months off, the heart of the event, the marketing, is already churning at full tilt. Crews around the world have been working for months readying and tuning instruments of commerce and technology that render the musical instruments almost incidental. The "Three Tenors" phenomenon has become an indomitable force.

But music aside, as skeptics say it is, could these bookings overexpose an act that has already been beamed to half the world's population — and recently became a running gag on "Seinfeld"? It is a risk the tenors are willing to take.

"If it's too much, we don't do any more," said Mr. Pavarotti in a recent conversation from Barbados, where he was vacationing. "But for the moment, it's better we do while we are still here."

The repertoire should hold few surprises, he said: "More or less the same as last time." So get ready again for the likes of "Granada," "La donna è mobile," "Vesti la giubba," a medley of "My Way," "Moon River" and "Singin' in the Rain," and Mr. Pavarotti's signature crowd-pleaser, "Nessun dorma" from "Turandot."

If it's not high operatic art, it's aimed unashamedly at a vast, adoring and financially supportive audience. From the moment the three kick off their tour in Tokyo on June 29, records — the Guinness kind — are likely to go flying.

The tour is costing the promoter, Matthias Hoffmann of Mannheim, Germany, about \$100 million (including an insurance bill of \$1.5 million to cover refunds in case of cancellation). If all 500,000 seats are sold at an average price of \$240 each, ticket revenues would reach \$120 million, not counting merchandizing tie-ins, pay-per-view and other television rights.

For their appearances, Maestros Carreras, Domingo and Pavarotti stand to make close to \$10 million each: about \$500,000 per concert in fees and a like amount in licensing income. James Levine, who is replacing Zubin Mehta as conductor, will get a flat \$500,000 per concert.

"Good money, eh?" Mr. Pavarotti said. "By God, it's good money!"

Whew! Was classical music ever like this? No and yes.

The numbers are certainly groundbreaking. In their first two concerts, the tenors reached a combined television audience of about two billion people. Audio and video recordings have sold 23 million copies, to become far and away the best-selling classical recordings of all time (more or less matching what Michael Jackson achieved with a single album, "Dangerous," in 1991).

Clearly, even for tenors — who have historically won adulation for their acrobatics on the high Cs — the three have achieved an enviable crossover: opera singers adored like rock stars, classical icons clasped to the collective bosom of millions of fans who have never stepped inside an opera house. But although modern technology has spectacularly magnified the effect, the phenomenon itself is hardly unique.

"I wonder if P. T. Barnum would have anything to learn from today's marketing," said Morris Dickstein, a cultural historian at the Graduate School of the City University of New York. Barnum, the shameless showman, repackaged the soprano Jenny Lind as a popular attraction and booked her around the tent circuit that served as the mass entertainment of the 19th century.

"Classical music has always brought us a few superstars, usually in opera," said Mr. Dickstein. Certainly, the tenor Enrico Caruso, who lived from 1873 to 1921, was a cult figure who inspired widespread fan hysteria in his prime. "I'm sure that when he made his first recordings for RCA Victor," Mr. Dickstein said,



Indomitable Force Plácido Domingo, left, José Carreras and Luciano Pavarotti in 1992. The act has been beamed to half the world's population and provided a gag on "Seinfeld."

"people thought he was betraying opera."

Even the three tenors' propensity to mix arias with pop repertory has venerable precedents, Mr. Dickstein added. The early operatic tradition was much more open to opera lite, including operetta and Neapolitan songs. Wagner, he explained, helped steer opera toward serious, unified productions. Verdi, on the other hand, might have fancied "The Three Tenors."

"Americans have a long history of adoration of the virtuoso," said the cultural historian Ann Douglas, author of "Terrible Honesty: Mongrel Manhattan in the 1920's." At times, she said, the fixations have verged on the campy, as when Caruso was lured to the vaudeville stage to appear with Al Jolson.

"It's as if we say, 'The great artists are ours; we can rough them up, have fun with them,'" she said. At times, she added, the three tenors "seem on the edge of satirizing themselves."

Tibor Rudas, Mr. Pavarotti's Hungarian-born promoter, disdains the carping of music and social critics. "We didn't realize in Rome that we created the Beatles for the senior citizens," he said. "It's something the people have been waiting for for a long time. Only nobody knew they were waiting for it."

Michael Sampliner, the New York director of Hoffmann Concerts, agrees: "You could say the three tenors have created their own form of alternative music."

Mr. Hoffmann does not begrudge the tenors their hefty fees. "If Janet Jackson can sign a deal for \$80 million," he said, "the three tenors are totally, totally underpaid."

Whatever the ultimate musical judgments, the marketing blitz seems clearly aimed at fomenting a global tenor mania.

Behind the latest hoopla is a modern-day tale of Hoffmann — Matthias Hoffmann, that is, promoter of Mr. Carreras and Mr. Domingo. By persistence or default, Mr. Hoffmann assumed the presenter's role from Mr. Rudas, a Las Vegas-trained impresario who put on the Los Angeles concert during the last World Cup festivities.

Mr. Hoffmann, a 45-year-old entrepreneur who dropped out of Mannheim University in 1970 to present a rock festival that became known as the German Woodstock, said that Mr. Pavarotti worried initially that no promoter would be crazy enough to take on an international tour of such proportions. Whereupon Mr. Carreras and Mr. Domingo responded more or less in unison, "Oh, we have one, and he's crazy and waits for nothing more than to do a 'Three Tenors' concert." Mr. Pavarotti said he was at first dubious about putting the tour in the hands of any promoter other than his own, but he realized that his colleagues' promoter deserved a chance.

Mr. Hoffmann said that he had offered to make Mr. Rudas a joint presenter of the tour — sharing both risk and potential profits — but that Mr. Rudas declined. Instead, Mr. Rudas sold Mr. Hoffmann his Los Angeles production to insure the quality of amplified sound and lighting at the concerts for around \$500,000. "I would have been prepared to present it; yes, I would have, but I'm a very fair man," Mr. Rudas said from his office in Pacific Grove, Calif. "It was quite a fair request."

Feelings are still sensitive from the experience of the first "Three Tenors" concert in Rome. That event, timed to the 1990 World Cup finals and staged in the Baths of Caracalla before 8,000 spectators, was presented by an Italian concert manager, Mario Dradi of Bologna. The tenors, who had already turned away some 50 offers to sing together, agreed this time, they explained, as a way of celebrating the soccer championship and hailing Mr. Carreras's comeback after a near-fatal

bout with leukemia. Indeed, all three donated their portions of ticket revenues to charity.

Mr. Dradi, who declined to be interviewed, sold recording rights to Decca/London for a large fixed fee, which provided for no royalties to the artists. "We wanted to pay a royalty and share the risks," Roland Kommerell, Decca's president, said recently from his office in London. But Mr. Dradi rejected the offer in favor of a one-time payment that Mr. Kommerell described as "a horrendous mountain of risk" for the label. When, to almost everyone's amazement, the concert and the record emerged as a sensation, Decca reaped the profits.

"We got nothing," said Mr. Pavarotti, who has an exclusive recording contract with Decca. A deal was a deal, he maintained, and he had no complaints. But Mr. Domingo was furious and has ostracized Decca ever since. "Plácido suspects us of paying Pavarotti a royalty," Mr. Kommerell said. He denied it and shrugged off the fracas. "We pushed the frontiers quite far," he said. "Now it's like the real-estate business."

The tenors were not about to make the same mistake four years later. This time, Mr. Rudas was the presenter. Born in Budapest in 1926, he studied voice and toured Europe singing in variety shows before establishing a dance studio in Australia. He took his "French style revues" to Las Vegas in 1963 and expanded into casino entertainment, including classical performances, in Atlantic City. In 1982, Mr. Rudas hooked up with Mr. Pavarotti, presenting him first in a tent in Atlantic City, then in recitals and arenas around the world.

Shrewdly, Mr. Rudas made the concerts attractive to television. "These TV shows brought him more and more to the crowd and away from the opera," Mr. Rudas recalled. "I just proved that he has another audience." Actually, Mr. Pavarotti had already been introduced to movie audiences in 1982 as a lovable Lothario in the film "Yes, Giorgio."

When the World Cup matches came to the United States for the first time in 1994, Mr. Rudas contracted with soccer authorities to provide the closing entertainment. With the arena locked up and Mr. Pavarotti in his stable, he was in position for his coup: the return of "The Three Tenors."

Mr. Rudas was still shy two tenors, but their promoter, Mr. Hoffmann, recognized that he had been outmaneuvered and could do little but allow his counterpart to put up the money and collect the profits. "Tibor Rudas is an old fox," he said admiringly.

Mr. Hoffmann's beginnings as a concert promoter did not go back as far as Mr. Rudas's, and his rise was more precipitous. Born in 1951 to two music teachers, he left the economics program at Mannheim University at 19 to organize what became the British Rock Meetings in Speyer, open-air concerts that drew crowds of 100,000 to hear Pink Floyd, Deep Purple and the Doors.

By the 80's, he had founded his own concert bureau in Mannheim. He met Mr. Carreras in the mid-80's and, drawing on his experiences as a rock promoter, booked him as a V.I.P., arranging for limousines, bodyguards and other trappings of celebrity, and taking out full-page ads in newspapers to announce his appearances.

"Half a year later," Mr. Hoffmann said, "José Carreras was a famous person in Germany." Word spread to Mr. Domingo, who also became a client. Then Mr. Carreras took ill, battling cancer. But after his striking recovery, he returned to the Hoffmann fold.

"My accomplishments as a promoter and the incredible international success I have the privilege of

enjoying with the 'Three Tenors' is sheery a result of these two men entrusting me with their remarkable talent and allowing me to work on their behalf," Mr. Hoffmann said. He put his company's annual gross at \$130 million.

Still, in 1990, he, like Mr. Rudas, was reduced to watching, amazed, as his clients catapulted to new fame as part of a trio in Rome. He was not resentful, he insisted. "I said I will have a huge benefit out of this. It was a changing of the classical concert business. I was happy, happy, happy."

Yet when Los Angeles beckoned four years later, he was too slow off the mark. "Let's face it," he said. "Rudas did his homework. He was the first to go to the football people in Los Angeles and say, 'Give me the rights.' I was not tough enough. But I was sure that when this is done and there should be another 'Three Tenors,' I must be the one."

The tenors, too, had learned their lesson. This time, they were paid

about \$1 million each plus royalties. The concert was recorded by Warner and telecast to more than 100 countries. Not surprisingly, given its runaway commercial as well as popular success, Mr. Pavarotti quickly rallied his partners for the world tour.

Finally, it was Mr. Hoffmann's turn. But he was sobered to learn that Mr. Rudas's 1994 contracts with Warner barred lucrative recording or international telecasting rights until 1998.

The tenors, for their part, were dismayed to learn that Mr. Mehta's bookings left him unavailable to conduct, and they talked of postponing the tour. "Postpone it?" Mr. Hoffmann responded. After he had gotten all three together? Soon they all endorsed Mr. Levine.

Mr. Hoffmann had other aces up his sleeve. Arguing that a "Three Tenors" concert would bring a commercial windfall wherever it might alight, he played off arena against arena, angling for the best terms and

winning rent-free stadium space in three European cities.

The Giants Stadium concert, moreover, will be carried to a potential audience of hundreds of thousands on pay-per-view television at \$30 per viewing. Domestic telecasts in the other countries visited are also planned. Additional commercial opportunities include sales of programs and souvenirs and payments from sponsors and "media partners."

Working around crowded opera and recital calendars, Mr. Hoffmann and the tenors agreed last fall on a five-city tour with stops this summer in Tokyo, London, New York and Munich and next March in Melbourne. A sixth was wedged in this July in Vienna.

But in recent weeks the schedule has grown more hectic, with the added concerts in Göteborg and Düsseldorf, and another under discussion for Johannesburg. A concert is planned for New Year's Eve in an undisclosed city.

BY GEORGE!

BY JEANETTE K. BRILL / EDITED BY WILL SHORTZ

ACROSS

- 1 Video session
- 7 Identified
- 12 Pitcher, of sorts
- 17 Bone
- 21 Kitchen gadget
- 22 Ancient Greek coins
- 23 It flows into Lyons
- 24 European state
- 25 Gershwin folk opera
- 27 What can be said of a Gershwin tune?
- 29 Game
- 30 Knob
- 31 Twit
- 33 Slew
- 34 Itinerary abbr.
- 35 Most attractive
- 37 Charitable giving
- 38 Culture lead-in
- 40 Like shoes
- 41 Typeface imitative of handwriting
- 43 Tyke's transport
- 47 California city
- 50 Two-step, for one
- 51 Kind of stage, in human development
- 52 Before, to Byron
- 53 Shorebird
- 54 1925 Gershwin premiere
- 56 Lot
- 57 Ol' Man, e.g.
- 58 Gymnastic equipment
- 59 Directional suffix
- 60 Belle's partner in film
- 61 Affirm
- 62 Language of Iran
- 63 Arrive impolitely, with "in"
- 66 Jackie's predecessor
- 67 Rocker's deviation
- 68 Song from Gershwin's "Girl Crazy"
- 70 Cut into three
- 72 Some are red
- 74 Baseball's Preacher
- 75 Yalta's locale
- 76 Unabated
- 78 Song from Gershwin's "Rhapsody in Blue"
- 82 "My mama done love me" (song lyric)
- 85 Called on
- 86 Phobias
- 88 Shade of green
- 89 Tournament org.
- 90 You might have to eat this person's words
- 91 "—dow..."
- 92 Repeat
- 93 British P.M. during Nixon's Presidency
- 94 American paters
- 95 Gershwin satire on politics
- 99 Pen name
- 100 Prefix with dermis
- 101 Subway riders
- 102 Writer Jong
- 105 They make cameos
- 104 Drawn
- 106 Use a lever
- 107 Full of idle talk
- 108 Bounce
- 109 Cruise ship freebies
- 110 007 foe
- 112 It's a waste
- 115 Piano's opposite
- 118 Having better sense
- 119 Pulitzer author
- 120 Feminine name suffix
- 121 Another song from Gershwin's "Girl Crazy"

DOWN

- 1 Set
- 2 To the left
- 3 By itself
- 4 1953 Pulitzer dramatist
- 5 Marshal in Napoleon's army
- 6 Like some sugar
- 7 Erred through overnight
- 8 Religious men
- 9 1994 skiing gold medalist
- 10 Noisy transports
- 11 Outdo
- 12 Postulate
- 13 Eighth word of "The Star-Spangled Banner"
- 14 Debatable
- 15 Massachusetts cape
- 16 TV's "— and"
- 17 Wreck
- 18 Songwriter's starting point, maybe
- 19 In — (stylized)
- 20 Sets
- 26 Big-name
- 28 Children's author Le Cain
- 32 Tree in a thicket
- 35 Secret device
- 36 Kind of visa
- 38 Envelope abbr.
- 39 Match for Seals
- 40 Cleave
- 42 Previously
- 43 Fishing net
- 44 Title song from a 1933 Gershwin musical
- 45 Like Ovid's "The Art of Love"
- 46 Have a second session
- 47 Flower display
- 48 Three-time A.L. batting champ
- 49 Gershwin ballad from "The Goldwyn Follies"
- 50 Prefix with lateral
- 51 Progress steadily
- 54 Hiker's woes
- 55 Office time
- 56 Demean
- 58 Protected from the sun
- 62 Fitch and muskrat
- 63 Good times
- 64 Field
- 65 Tried hard
- 66 The silent type
- 68 Droplet
- 69 Mr. Rogers
- 71 Split
- 72 Unwanted looks
- 75 Stick
- 76 Wall Street villain
- 77 Getaway
- 78 Some schools
- 79 Milton's "immortal"
- 80 Takes in
- 81 A Massey
- 83 Many a John Wayne film
- 84 "The Wizard of Oz" actor and family
- 87 Made the grade
- 89 Hardly shy
- 92 With defects and all
- 93 Unsparring
- 95 Tyreme gear
- 96 Stew
- 97 Chilling
- 98 Perfume ingredient
- 99 Somewhat
- 101 Eis's counterpart
- 103 Ferris wheel operator
- 105 Like some lines
- 106 Copyist
- 107 Actress Barbara Bel
- 109 "Chicago Hope" actress
- 111 Half a famous comedy duo
- 112 By oneself
- 113 Fore-and-after
- 114 Was without, briefly
- 115 Feudal estate
- 117 Position to fill
- 118 R.B.I. or E.R.A.
- 120 Even, to Yvonne
- 122 Mary's mins.
- 123 Verily
- 125 Otto I's domain: Abbr.
- 126 Calif. touchdown site
- 127 Ind. trading assn.

ANSWER TO PREVIOUS PUZZLE

ALL* BING* ATILY* TOAY
 PENA* CALES* SARAH* BALE
 ADEH* AKITA* STARE* ETON
 IYEH* OYAS* VDELING* LEWY
 ROSEB* OER* WITIN* ENTREA
 OER* LANDTO* SONS
 ANE* BONS* GABSON* WR*
 PEAP* GONIC* SAISON* WR*
 WORG* ANGLD* SNA* GEGE
 MORIAN* HAY* MEDBRASKA
 BORE* SAD* FLAIR
 GOYLENT* TAN* PUTTING*
 WHEEL* BAN* ELIDE* WITE
 AILS* STAR* YIPES* GUIS
 WOP* FORGET* YIES* POET
 GIFA* YHESIS* ANP
 BRENITS ENT* BROTH* EL
 CALL* TRE* G* GABSON* POE
 ABLE* ANISH* ELLIS* ELLI
 RAIN* CAKEA* ELLIDE* WAN
 DRED* OREAT* TOME* SEB

مکان الاصل

Turkey
 REPORT
 SEARCH
 DE
 of the JPM
 1st prize: Sa
 2nd prize: Sa
 3rd prize: Sa

Turkey's Jewish community lives on

Every Saturday a quorum-plus of Istanbul Jews drives across the bridge over the Bosphorus. They cross from the European side of the city to a suburb on the Asian side for Sabbath services. Although nominally Orthodox, by driving on the Sabbath they breach Jewish law but do so in order to preserve Jewish heritage.

"There are two very old and beautiful synagogues there, but no Jews live in the area anymore," says Suzan Tarablus, editor of the Turkish Jewish weekly, *Shalom*.

"The same people travel across every Saturday to keep the synagogues working. In summer they pray in one, in winter in the other."

Tarablus was one of the journalists accompanying Turkish president Suleyman Demirel on his visit to Israel last week. Also in Demirel's party were six representatives of Turkey's Jewish community, including the first Jewish member of parliament in 38 years, Jeffy Kamhi.

The attempt to breathe life into the old synagogues is part of an uphill fight by a shrinking Jewish community to nurture its rich tradition. The flowering of the Jewish presence in the Ottoman Empire dates from the arrival of expellees from the Iberian peninsula five centuries ago.

After 1948, there was a massive outflow when 120,000 Turkish Jews left for Israel. The week before last Demirel visited Bat Yam, where many of them live, and was engulfed by an enthusiastic crowd which he addressed in Turkish. "He was so moved," says Tarablus, "that he declared 'I am a Bat Yamer.'"

Some 25,000 Jews remain in Turkey, of whom 22,000 live in Istanbul and 2,500 in Izmir. Most are from old families but there are also some 3,000-4,000 Ashkenazi Jews of more recent origin.

The Ashkenazim have their own rabbis but they do not have a separate communal structure, being integrated into the Sephardi-dominated community. "They intermingle and intermarry," says Tarablus.

There is also intermarriage outside the faith.



"The Turkish president was so moved," says Suzan Tarablus, "that he declared 'I am a Bat Yamer.'"

"About 25 percent of marriages are now with Christians and Moslems." In addition, many young people leave for the US and some for Israel. The Jewish community in Turkey is a dying community.

There is, however, life in it yet. The economic condition of the Jews is robust. In recent years an increasing number are choosing to enter into professions rather than go into family businesses. About 20 percent of children attend Jewish schools and many of the remainder continue to belong to Jewish clubs into their mid-teens.

There are 16 operating synagogues in Istanbul alone even though the Jews are better termed traditional than religious.

Tarablus's newspaper is in Turkish but each issue also contains a page in Ladino, the traditional language of Turkish Jewry. The paper,

with a circulation of 4,500, is self-supporting. "We get lots of advertisements from Moslems who see the Jews as people who have money to spend."

Tarablus, who speaks good Hebrew, lived in Israel for two years in the early 1970s shortly after her marriage.

"It was the Yom Kippur War that made us decide to go back."

"I was pregnant and I was shocked by the war. I felt that I wasn't born to live in a country so accustomed to war. [But] I was very unhappy about going back. I came here often on behalf of my newspaper and to visit family."

The rise of Islam in Turkey - most notably the surprisingly strong showing in the recent elections by the Islamic Welfare Party, which came close to participation in a coalition government - is worrying, admits Tarablus.

Islamic candidates have attacked Jews as economic exploiters. When parliament was asked to approve Kamhi joining Demirel's delegation to Israel - a routine request, normally approved without opposition whenever a parliamentarian is invited to join an official delegation going abroad - several Islamic members voted against.

Nevertheless, says Tarablus, when she interviewed leaders of the Welfare Party and asked whether they would seek to sever relations with Israel if they formed a government, they replied that the policy of the state would not change.

When Islamic candidates have won local elections in areas with a Jewish community, she says, one of their first moves has been to call on the local chief rabbi as a gesture of respect.

"Still, as a Jew and a Turk, it's not nice to have a religious party at the end of the 20th century," says Tarablus. "They won 21 percent of the vote [more than any other party]. On the other hand that means that 79 percent didn't vote for them."

"I'm not worried anymore that there might be an Islamic victory in Turkey. Secularism is too deeply rooted by now," she says.

Talking Turkey

Israel is now kosher enough in the Moslem context for Turkey to court it openly, reports Abraham Rabinovich

ALMOST unnoticed in the recent media-fest following the Sharm e-Sheikh conference was the visit by Turkish President Suleyman Demirel to the Israel Aircraft Industries plant where 54 Turkish Phantoms are to be upgraded.

The \$650 million deal concluded last August not only constitutes a major economic boost to the company - which beat strong American competition for the contract; it is a political achievement for Israel of no small measure.

The decision by an important Moslem country to entrust a significant part of its armaments to Israeli upgrading may be a more eloquent acknowledgment of Israel's firm presence in the region than any number of speeches about peace can ever be.

Although Turkey wears its Moslem identity lightly, and has had diplomatic relations with Israel since 1949, until now it had always avoided any overly warm embrace with the Jewish state.

The onset of the peace process has changed this dramatically. Within one month of the start of the Madrid conference five years ago, Demirel, who was then serving a term as prime minister,

moved to upgrade diplomatic relations with Israel from the level of legations to embassies. The Oslo agreements two years ago

led to even more dramatic changes, rendering Israel kosher enough in the Moslem context for Turkey to be seen with it freely in public.

Since the Oslo accords were reached, there have been diplomatic visits between Israel and Turkey at the highest level.

During the past year alone bilateral trade has more than doubled, and the two countries are now discussing mutual problems - read, Syria - like potential allies.

The possibility of joint military exercises was reportedly discussed during a recent visit to Israel by the Turkish deputy chief of staff and the Phantom deal itself clearly reflects a significantly new level of ease between the two countries.

During his visit - the first by a Turkish president - Demirel signed four economic agreements, including a free-trade pact which will see tariffs between the two countries eliminated by the year 2000. (The spectacular emergence of Turkey as an Israeli tourist haven, while not in itself a direct result of political developments, does also serve to help cement relations.)

Water has been the most talked-about subject on the Israeli-Turkish agenda but many experts believe it unlikely that Israelis will ever drink Turkish water except for those who go there on

holiday. Even if the much talked-of "peace pipeline" via Syria were commercially feasible, Israel would be uneasy about dependence on a source which could be cut at whim by Damascus.

Shipment of water by boat from Turkey would cost more than desalination, say Israeli officials.

But the two countries have demonstrated that they can be of use to each other politically. Israeli ambassadors in all European Union countries were instructed by Jerusalem to call on their Turkish counterparts to offer help in Turkey's efforts to win entry to the customs union of the EU by mobilizing opinion makers.

Turkey, in turn, has been taking up Israel's case in outlying Moslem countries like Pakistan and Indonesia, according to officials in Jerusalem.

And, as a reminder that democracy is one thing the two countries do share, the day after the recent closely run elections in Turkey, Jerusalem received a request from Ankara for details about the rotation agreement between Likud and Labor in 1984.

The agreement subsequently worked out by the leaders of the two Turkish right-wing parties was based on what is even now known there as "the Israeli model."

Effect of inadmissible evidence in criminal trial

LAW REPORT
ASHER FELIX LANDAU

In the Supreme Court, sitting as a Court of Criminal Appeals, before justices Dov Levin, Gavriel Bach, Elyahu Mazza, Mishael Cheshin and Yitzhak Zamir, in the matter of the State of Israel, appellants, versus Yoram Abutbul, respondent (F.H.C) 188/94.

ABUTBUL was convicted in the Tel Aviv District Court of rape and other offenses. He appealed to the Supreme Court on the ground that inadmissible evidence of a polygraph test undergone by the complainant, had been wrongly admitted at his trial and should have influenced the result. The court, by majority decision, allowed the appeal (*The Jerusalem Post*, January 10, 1994), and the court president acceded to the state's request to order a rehearing.

JUSTICE ZAMIR, delivering the first judgment of the court, dealt first with the interpretation of section 56 of the Evidence Ordinance (New Version) of 1971. It provides that no judgment in a criminal trial shall be based on inadmissible evidence admitted by error or inadvertence; nevertheless, the judgment shall not be invalidated by an appeal court "unless, in the opinion of the court, the accused would not have been convicted if such evidence had not been given, or there was no other sufficient evidence to support conviction."

After a close analysis of the sec-

tion, and citing precedents, he held that either of the tests laid down was sufficient for invalidating the conviction. The English original, repeated above, used the word "or," and section 34(21) of amendment 39 to the Penal Law of 1977 required a criminal statutory provision to be construed in favor of a defendant.

The first test was subjective. The appeal court had to ask itself whether the trial court would have convicted the defendant were it not for the inadmissible evidence. The second test was objective, requiring the appeal court itself to weigh the evidence, without reference to the opinion of the trial court.

The question, whether the trial court would have convicted the defendant but for the inadmissible evidence involved many factors. A professional judge, as distinguished from a lay jury, was presumed to have excluded inadmissible evidence from his considerations. The mere fact, therefore, of his having mentioned it in his judgment did not mean he had relied upon it.

On the other hand, the presumption was not absolute, and could be contradicted. Moreover, inadmissible evidence on a minor subsidiary issue would have had less influence than that relating to a vital issue in the case.

Another factor was section 215 of the Criminal Procedure Law (Consolidated Version) of 1982, which empowered an appeal court to dismiss an appeal even if it accepted a particular submission if the defendant suffered no prejudice. Justice Zamir also raised the pos-

sibility that even if the first test in section 56 was established, the court was not obliged to dispose of the case finally; the desirable course was to set the trial court's judgment aside, and remit the case to it for reconsideration excluding any reference to the inadmissible evidence.

Citing precedents, he held the degree of proof necessary to establish each of the elements in section 56 was beyond reasonable doubt, as applicable in criminal cases. If, therefore, it was reasonably possible that the trial court relied on inadmissible evidence, or that there was no other sufficient evidence to support the conviction, the trial court's judgment should be set aside.

In this particular case Justice Zamir was satisfied that the trial court, notwithstanding the reference in its judgment to the polygraph test, did not take this evidence into account. Moreover, it was clear, in his view, that there was ample other evidence to support the conviction. He proposed, therefore, that the appeal court's first judgment be set aside, that Abutbul's conviction be confirmed, and that the Supreme Court pass sentence afresh after hearing counsel's submissions.

JUSTICE CHESHIN adhered to his original opinion that Abutbul's appeal be dismissed. The path laid down by the legislature in section 56, he said, was quite clear. In his opinion, even the slightest causal connection between the inadmissible evidence and the conviction invalidated the trial court's judgment. In that event, the appeal court was to decide whether the other evi-

dence sufficiently supported the conviction. If it didn't, the defendant was to be acquitted. If it did, the appeal court could either confirm the conviction, or remit the case to the trial court if justice so required.

If there was no connection at all between the inadmissible evidence and the conviction, the court would examine the admissible evidence, and the defendant's submissions, in the ordinary way. He added that the appeal court could also reverse the

order, and consider first if there was sufficient admissible evidence for a conviction. If there wasn't, that ended the matter.

He agreed with the presumption that the trial judge disregarded inadmissible evidence, but warned

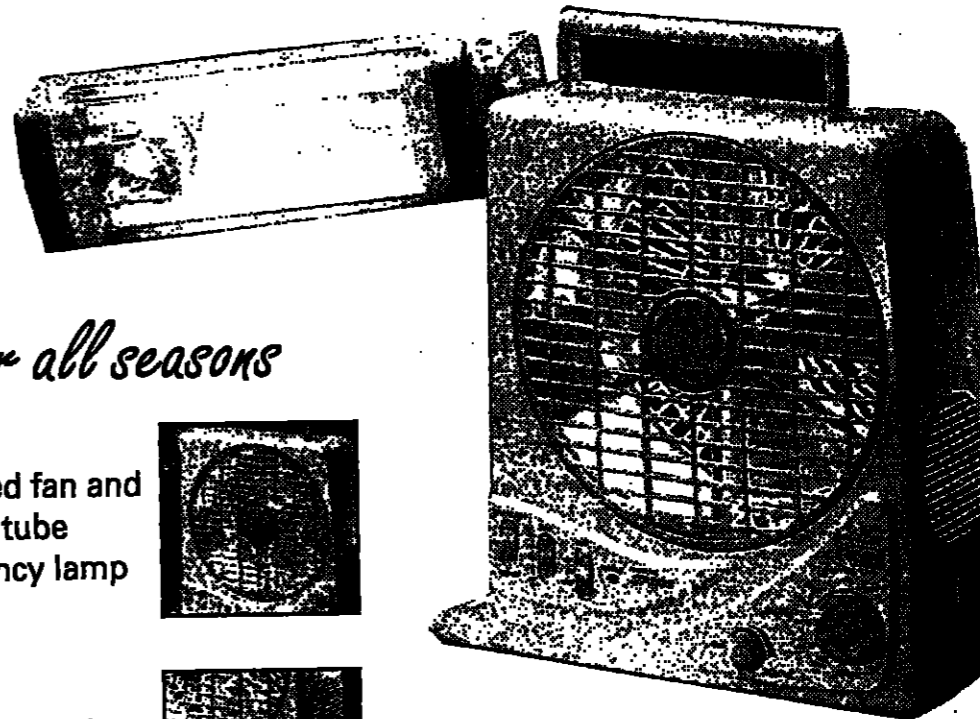
against relying too heavily on this feature. He also differed from Justice Zamir as to remitting the case to the lower court being the most desirable course.

First of two parts

ATLAS Ltd. A Special Offer for readers of THE JERUSALEM POST

MULTISEASON

Essential in every home!



Ideal gift for all seasons



Two speed fan and two tube emergency lamp



AM - FM radio and flickering emergency lamp



Quality rechargeable battery and powerful flashlight

- Lights up if mains fail
- Invaluable for roadside repairs
- Ideal on tours
- Perfect at picnics
- Great on milium

NIS 420 or 12 instalments of NIS 40

HOT POINT

Service and guarantee by GAMA-SONIC®

For orders please call Atlas Ltd., 51 Tchenov St., Tel Aviv 66048 P.O.B. 35138 Tel Aviv 61351 Tel. 03-6888407 Fax. 03-6882192 Toll Free 177 022 3585 Allow 14 days delivery

MONEY BACK GUARANTEE Product can be returned within 30 days if undamaged and in the original packaging

*Can also be paid in NIS40 x 12 instalments (interest rate 29.6% p.a.)

My check is enclosed Debit my credit card Amx. Visa Diners Interacard NIS.420

Card No. _____ Exp. Date _____ 12 X NIS.40

Name _____ Tel. _____ Date _____

Address _____

Signature _____ ID No. _____

The Winners of the JP/ESRA Book Sale Raffle

1st prize: Judith Yalon, Kfar Saba
2nd prize: Sandra Raphaelson, Kfar Saba
3rd prize: Nadine Kameh, Kfar Saba

Abeles: Procaccia Report is lopsided

GALIT LIPKIS BECK and Jerusalem Post Staff

THE Procaccia Report's claims that some banks heavily overcharged kibbutzim for loans is a lopsided document based on ambiguous legal parameters...

kibbutzim and Treasury initiated the kibbutz debt arrangement agreement. The report was conducted by a group of experts headed by Uriel Procaccia...

Interior Security Minister Moshe Shahal and Religious Affairs Minister Shimon Shetret both demanded in the cabinet's weekly meeting yesterday that a commission of inquiry look into the findings of the Procaccia Report...

He said he is opposed to the creation of an official committee to investigate the banks' alleged overcharging of kibbutz debt.

Abeles said the claims should be examined in court. Commenting on the same issue, Treasury director general David Brodet said the Treasury will react to the report after the banks' contradictory reports are published...

The 700-page Procaccia legal opinion was published last week, several days before the banks...

Italy's largest insurer to buy Migdal

GALIT LIPKIS BECK

ASSICURIZIONI Generali, Italy's largest insurer, is in advanced negotiations with Bank Leumi to gain major control of Migdal, Israel's largest insurance company...

December - in line with the Brodet Committee's recommendations concerning the banks' non-financial holdings. Insurance sources estimate Migdal's value at more than NIS 1 billion.

Bank Leumi Holdings and Africa Israel Insurance currently control about 68% of Migdal's shares. Another 5% of the company's shares are owned by Migdal's South African founders.

Generali controls 86 different companies in 40 countries. At the end of 1996, its overall assets were valued at about \$65b.

Generali representatives arrived in Israel to negotiate with...



Finance Minister Avraham Shohat and Histadrut Chairman Amir Peretz sign the public sector pension plan yesterday. The agreement, which preserves the rights of veteran workers, averted a nationwide strike.

BUSINESS BRIEFS

A conference of central banks on risk management will take place today and tomorrow at the Laromme Hotel in Jerusalem. Cosponsored by Quantitative Financial Software and Yield Enhancement Strategists, the conference will focus on the role of central banks and governments in risk management and oversight of bank examination in capital markets...

American Technion Society receives fundraising award: The American Technion Society received the "Award for Excellence in Fund-raising" from the National Society of Fundraising Executives this week.

The university's American office registered a cumulative growth of 218 percent in the last decade and is considered one of the fastest-growing fund-raising organizations in the US. Between 1991 and the end of 1996, it was expected to raise \$250 million, and it plans to raise another \$180m. by 1999.

Bezeq-Kol, the Bezeq subsidiary, will supply telephone equipment and communications systems for 100,000 phone extensions at kibbutzim around the country. This was announced at a meeting yesterday attended by officials of the kibbutz movements.

Bezeq-Kol managing director Yosef Jungman said he regards the deal as very important and that the prices were set with special conditions for the kibbutz movements. The agreement will include the supply of advanced telecommunications services, including data transfer, video-conferencing, and local area networks.

Koor Industries has purchased another 0.6 percent of Macteshim Chemical Works stock capital in a transaction outside of the stock exchange for NIS 6.4 million, increasing its share in the company to 67.12%.

WORLD BRIEFS

Gulf Air to delay deal for four Airbus A320 planes: Regional carrier Gulf Air, owned by four Gulf Arab governments, is to delay the purchase of four Airbus Industrie A320 aircraft on order for another two to three years...

Egypt offers 90% of chocolate firm: The Egyptian state said yesterday it was selling off 90 percent of the equity of public-sector firm Alexandria Confectionery and Chocolate.

Iran sees progress on huge gas field by end of year: A British-Iranian engineering study to tap one of the world's biggest gas fields offshore Iran is on schedule and will be completed by the end of the year, an Iranian oil manager said yesterday.

Egypt, IMF begin talks on economic reforms

'Closure deserves in-depth discussion'

Jerusalem Post Staff

CAIRO (Reuters) - Egypt and the International Monetary Fund (IMF) began formal talks yesterday aimed at further liberalizing Cairo's state-run economy and promoting private and foreign investment...

Cabinet officials said the fund's regional representative Abdel Shakour Shalaa would meet Egyptian Prime Minister Kamal Ganzouri, and the newspapers said he would also see Central Bank Governor Ismail Hassan.

Egypt hopes this round of talks will end with the fund's approval of its slow-moving reform program, which Cairo's Paris Club creditors have linked to writing-off a \$4 billion debt.

The Club of official creditors has already waived \$6b. of Egypt's debts, and the hoped-for waiver would save the government \$200 million in annual debt service.

But Shalaa, who arrived in Cairo late on Friday, has said the debt waiver was not on the agenda.

Two weeks ago, Shalaa and the fund's Middle East director Paul Charbrier met Ganzouri to set the agenda for these technical talks, which are expected to last three to four weeks.

The negotiations were to start in January, but both sides agreed to put them off until the new Egyptian government, which took office in early January, had settled in.

Since January, the new government has embarked on an intensive program of economic change. It has removed some of the deterrents to investment, introduced new incentives, cut the customs duty on some capital goods and reformed the housing law.

The cabinet has also promised a wave of sell-offs and partial flotations of several state-run firms on the Egyptian stock exchange within weeks.

Finance Minister Avraham Shohat demanded that the government discuss "in depth" the economic implications of the closure currently imposed on the West Bank and Gaza Strip.

Shohat said the issue demands the preparation of professional papers. These would aid the decision-making echelons as they make policy on the closure and its impact on economic conditions both in Israel and in the areas controlled by the Palestinian Administration.

Shohat instructed Treasury Director General David Brodet to prepare working papers with the Civil Administration.

This preparatory work will compare the consequences of full and partial closures, look into the consequences of limiting passage of goods to either imports or exports exclusively, and examine options for supply of raw materials to Palestinian sub-contractors.

Shohat said he agreed that providing full security came first, but the closure nevertheless required an in-depth discussion by the government.

Shohat said the issue demands the preparation of professional papers. These would aid the decision-making echelons as they make policy on the closure and its impact on economic conditions both in Israel and in the areas controlled by the Palestinian Administration.

Shohat instructed Treasury Director General David Brodet to prepare working papers with the Civil Administration.

This preparatory work will compare the consequences of full and partial closures, look into the consequences of limiting passage of goods to either imports or exports exclusively, and examine options for supply of raw materials to Palestinian sub-contractors.

Shohat said he agreed that providing full security came first, but the closure nevertheless required an in-depth discussion by the government.

Dead Sea Works posts 25.5% rise in annual net earnings to NIS 110 million

Fourth quarter net profits also jump, from NIS 13m. to NIS 22m.

RACHEL NEIMAN

DEAD Sea Works posted a 25.5 percent rise in annual net profits to NIS 110.26 million from NIS 87.82m. in 1994.

Annual revenues went up to NIS 1.135 billion from NIS 927.67m., while earnings per share rose to NIS 0.38 from NIS 0.31.

Fourth quarter net profits jumped to NIS 22m. from NIS 13m. Quarterly revenues rose to NIS 282m. from NIS 196m. during the same period in 1994.

Quarterly turnover for the potash division went up to NIS 244m. from NIS 165m.

The change in dollar exchange rate relative to CPI gave rise to a delayed tax benefit of NIS 9.3m.

Last year, the company contracted with Volkswagen to establish a jointly held magnesium reclamation plant, of which Dead Sea Works will own 65%.

Dead Sea Works will invest \$350m. in the first stage of the project.

As part of the agreement, Volkswagen will invest DM 50m. in a Ben-Gurion University magnesium research institute.

Dead Sea Works invested NIS 678m. in upgrade and development in 1995 as compared with NIS 490m. in 1994.

More than NIS 21m. was in upgrading the salt works, NIS 126m. went to a new diesel turbo-generator power plant, NIS 410m. to the ferrous magnesium plant and NIS 64m. in expanding the potash works' output.

Dead Sea Works, a 89% subsidiary of Israel Chemicals, ceased to be a fully owned government company last year with the purchase of a majority stake in ICL by the Israel Corporation and the Eisenberg group.

Today, 69% of Dead Sea Works shares are traded on the TASE.

Today, 69% of Dead Sea Works shares are traded on the TASE.

Africa Israel's net profits double

RACHEL NEIMAN

AFRICA Israel Hotels' 1995 net profits doubled to NIS 12.28 million from NIS 6.5m. in 1994.

Revenues rose to NIS 175.76m. from NIS 152.17m., while earnings per share went up to NIS 0.22 from NIS 0.12.

Fourth quarter net profits fell to NIS 1.6m. from NIS 2m. during the same period in 1994 on revenues of NIS 44.7m. from NIS 41.7m.

The company operates five hotels, including the Holiday Inn franchise and the Tiberies Hot Springs Spa. Occupancy rates of Africa Israel hotels rose 9.7%, as compared with the national average of 5.4%.

Dan Hotels suffered a decrease in annual net profits to NIS 6.4m. from NIS 16.33m.

Revenues rose to NIS 349m. from NIS 315.35m., while earnings per share plunged to NIS 0.25 from NIS 0.64.

The drop was due to a weak fourth quarter during which the company suffered losses of NIS 8.2. In 1995 from gains of NIS 1.5m. in the parallel 1994 period. Reasons for the poor showing were the gap in the dollar-shekel exchange rate in relation to CPI, and to NIS 6.9m. in costs relating to the new Dan Eilat which opened in November 1995.

Posedon Industries posted annual net profits of NIS 2m., compared with net losses of NIS 21.86m. in 1994.

Annual revenues rose to NIS 79.7m. from NIS 78.3m. Growth was attributed to increased activity in the areas of fish, rice, and oil. The company deals primarily in the manufacture and marketing of canned fish, which represented 56% of 1995 annual turnover, up from 54% in 1994.

The company pointed out that the abolition of a 20% tax on tuna imports from the US and a tariff reduction on European Union imports from the Far East, where the tax level remains at 20%.

ISRAELI MONEY MARKETS

Table containing financial data: Patch (foreign currency deposit rates) (20.3.96), Shekel Foreign Exchange Rates* (22.3.96), and BANKNOTES. Includes columns for currency, rate, and bank.

Advertisement for Israel's Leading Information Resource CD-ROM. Features text: 'JUST \$75!', 'Order Hotline 02-315603', 'ISRAEL'S LEADING INFORMATION RESOURCE', 'Full coverage of seven dramatic years.', 'LATEST DISK January 1994-January 1996 \$75', 'FULL COLLECTION October 1988-January 1996 \$175', 'Details on Web site: http://www.jpost.co.il/cd/'. Includes THE JERUSALEM POST logo and CD-ROM icon.

Advertisement for MLH MEYERSON & CO., INC. Features text: 'Reading between the lines... you have time for trading action until 11 PM.', 'For current information on securities in Israel and the U.S., including high-yielding U.S. government-backed debentures, call:', 'MLH MEYERSON & CO., INC.', 'A Publicly Traded Company NASDAQ Symbol: MHRV', 'Brokers of Derivatives in Securities Underwriters', '30 Montgomery Street Jersey City, New Jersey 07302, USA', 'Corporate & Institutional Inquiries: Jeffrey E. Meyerson, V.P. International Banking Division 1-201-332-5513 Fax 1-201-332-1963', 'Retail Customer Inquiries: Eric J. Logan, V.P. National Sales Manager 1-201-332-4801 1-800-888-8118 Fax 1-201-332-1008', 'Our specially trained sales personnel will be available to discuss your investment needs.'

مركزنا للأخبار

Police official: We're not doing enough against terror

BILL HUTMAN

A SENIOR police officer caused waves yesterday when he called on the government to delay implementing the peace accords with the Palestinians and said Israel is not doing enough to fight terror.

"The Palestinian Authority is not keeping its parts of the agreements," Cmdr. Alec Ron, chief of the Judea and Samaria Police District, told reporters after a press conference called to review the district's operations.

Among the violations Ron cited were the Palestinian Police's activity in Area B and its movement in Area C without coordination with Israel. Israeli security forces are supposed to be the sole operators in those two areas, Ron said.

"We should hold up implementation of the agreements until the PA starts abiding by them, Ron said.

In reaction to Ron's comments, Internal Security Minister Moshé Shahal ordered Insp.-Gen. Assaf Hefetz to review exactly what was said to determine if Ron had spoken out of line.

According to Shahal, police officers are not supposed to publicly express views on government policy.

Ron, who has served in a number of senior posts, including Jerusalem Border police chief, has been Judea and Samaria commander since the district was established about 18 months ago. He is also a member of the special anti-terror committee, headed by General Security Service chief Ami Ayalon, which the government set

up after the Dizengoff bombing. "We are not taking strong enough action against terror ... I mean all of us, myself included, and the others that are dealing with the problem," Ron said.

"This is not the place to bring up all the possible ways of dealing with the terrorists," he said, adding that he supports deportation of terrorists and demolishing their homes.

"Why did we wait until now to start blowing up houses?" Ron asked.

"There is a proper way [to deal with terror] and steps that can be taken ... We can't just wake up one morning and start doing things" in reaction to terror attacks, instead of taking preventive action in advance, he said.

Ron emphasized there is no foolproof response to terror, but that preventive measures can go a long way in containing it. The redeployment has particularly hurt the security forces efforts to prevent attacks, because of the difficulty it caused in gathering intelligence, he said.

Some 1,250 policemen are serving in the Judea and Samaria district, more than twice as many as served in the territories just over a year ago.

Ron said cooperation with the Palestinian Police on criminal cases is good, but that in the war on terror the Palestinian security forces are not working together with their Israeli counterparts as much as they could.



Tourism Minister Uzi Baram shakes hands with Dr. Rabel Edto, deputy director of Jerusalem's Shaare Zedek Hospital, before being discharged yesterday after a few days of observation in the cardiology department. Baram had been admitted complaining of weakness. His physician, Dr. David Rosenman, said his health was good. (Hezi Hefez)

Winter rains save wheat crop

DAVID RUDGE

YESTERDAY'S rain was welcomed by farmers and those in charge of the country's water resources as a belated blessing, after the below average precipitation this winter. Farmers said recent rains had helped save wheat and other crops.

Spring might be just around the corner, but the weather throughout most of the country yesterday was pure winter, with snow on Mt. Hermon and a mixture of rain, hail, and thunderstorms elsewhere.

The meteorological service said snow was expected to fall on Golan and Galilee peaks last night, and that the stormy weather would continue today before dying out tomorrow.

The hailstorms were heavy in places, making driving conditions difficult. Long traffic jams were reported on several main roads, including the Coastal Highway, and in the Tel Aviv region.

"There is a strong flow into the Kinneret, which has risen three centimeters since the end of last week," said Shlomo Bahaloul, deputy director of the Lake Kinneret Authority.

"If the rain continues as forecast, it will help raise the level of water in the lake, although it would need another two weeks of such rain to see it full."

Mekorot officials said the level of water yesterday was 1.22 meters below maximum. They said there was a good chance that the water level would break through one meter below maximum before the start of summer, although it would still be necessary to conserve water and cut quotas of fresh water for irrigation.

The weather was also welcomed by management of the Mt. Hermon ski site which had been closed for skiing due to insufficient snow. They had expected the season to be over. Instead, the site was closed yesterday because of snowstorms.

Manager Eli Sagron was hopeful that there would be enough snow on the slopes to reopen for skiing, as well as for the expected influx of visitors over Pessah.

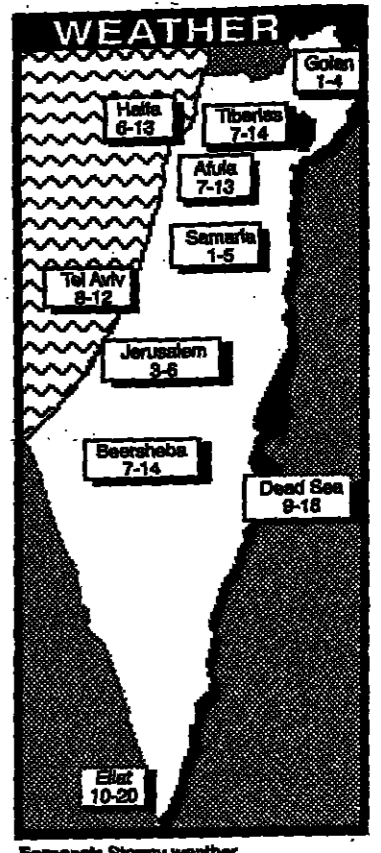
ISRAEL'S No. 1
ELDANITZ

FROM
\$9
PER DAY
TAX, FEE, & MILEAGE

CELLULAR PHONE AVAILABLE

NEW GURION AIRPORT 02-472807/9
TEL AVIV - 02-5200001/2/3/4/5/6/7
TEL AVIV - 02-5200008/9/10/11/12/13/14/15/16/17
JERUSALEM - 02-4944000/1/2/3/4/5/6/7/8/9/10/11/12/13/14/15/16/17
NETZANIM - 04-9444000/1/2/3/4/5/6/7/8/9/10/11/12/13/14/15/16/17
RAFAH - 04-3722000/1/2/3/4/5/6/7/8/9/10/11/12/13/14/15/16/17
BEER SHEVA - 05-3722000/1/2/3/4/5/6/7/8/9/10/11/12/13/14/15/16/17
LOD - 05-2722000/1/2/3/4/5/6/7/8/9/10/11/12/13/14/15/16/17
TEL AVIV - 03-5200000/1/2/3/4/5/6/7/8/9/10/11/12/13/14/15/16/17
Near El Oved Airport 07-340791

VALID 15/7/95 - 15/3/96



AROUND THE WORLD

	LOW	HIGH			
	C	F	C		
Amsterdam	07	46	13	54	cloudy
Barin	02	36	13	54	clear
Buenos Aires	14	57	24	75	clear
Cairo	18	64	21	70	partly
Chicago	08	47	12	54	cloudy
Copenhagen	02	36	05	41	cloudy
Helsinki	02	36	05	41	cloudy
Geneva	10	50	18	64	partly
Hong Kong	18	64	24	75	cloudy
London	08	47	12	54	cloudy
Los Angeles	11	52	18	64	clear
Moscow	04	39	12	54	clear
New York	07	45	12	54	clear
Paris	08	47	12	54	cloudy
Rosario	18	64	24	75	partly
Sydney	18	64	24	75	clear

Tnuva cheesed off at Postal Authority

JUDY SIEGEL

TNUVA and the Postal Authority are behaving like an about-to-be divorced couple stinging accusations in front of a rabbinical court judge. Each blames the other for the chaotic handling of the free-flatware offer that was supposed to make the public love Tnuva's white cheese and inci-

dentally shore up the dairy's image after the silicone-milk scandal.

Two months ago, Tnuva's public relations experts suggested offering the public a 16-piece set of stainless steel flatware to anyone who collects 18 foil seals from its white cheese. They thought that, at most,

50,000 such gifts would be needed.

By yesterday, a week before the end of the campaign, 170,000 of the sets had been dispatched or ordered, and the end is not yet in sight.

Some Tnuva consumers didn't realize that you have to wash the foil tops before collecting them and

bringing them to their nearest post office to pick up their free gift. "Our workers were very offended by having to count out 18 foil tops that were smelly and dirty from old cheese," reported Cigal Galil, the

Postal Authority spokeswoman. "Tnuva did not plan well, and the supply of cutlery quickly ran out. Then the Tnuva gift certificates they printed to ensure that those who brought in the seals would get their cutlery ran out."

Postal workers quickly lost their patience, post office queues lengthened, flatware-seekers hopped from one postal branch to another and some even cursed the clerks.

"In view of the Tnuva campaign, we will carefully consider whether a promotion campaign is suitable for the Postal Authority. We will turn

them down if they don't meet our criteria," Galil said.

Tnuva spokesman Shmuel Aignabli sees it differently. "It's true that we never foresaw such demand, and over one million containers of cheese were bought since the beginning of February. That's two-and-a-half times the regular sales of our white cheese. We hope the public has learned what a good product it is and will continue to buy it. It's not our job to educate the public to wash the seals before redeeming them. But the Postal Authority gets a very poor grade for implementation."

Winning cards
In yesterday's Mifal Hapayis daily Chance card draw, the lucky cards were the king of spades, ace of hearts, 8 of diamonds, and 8 of clubs.

Police probing mail theft

JUDY SIEGEL

TWO freelance postal workers did "overtime" on Shabbat, gaining access to Jerusalem's central sorting station in Givat Shaul by duplicating keys so that they could steal mail and packages. The Postal Authority, whose security branch caught one of them with the pilfered items, filed a complaint with the police.

The two suspects had been working as sorters at night for a contracting company that provides manpower services to the Postal Authority; one was fired recently. On Saturday morning, security workers caught the other suspect in a vehicle with packages and envelopes containing objects of value.

He was questioned by police that day and fired immediately. The second man was called in for questioning yesterday. The police searched their homes and found stolen packages and other mail.

Postal Authority spokeswoman Cigal Galil said the security branch went into action after receiving a number of complaints about missing packages and letters at the sorting station.

"We regard the matter as very serious and will do all we can to prevent such thievery in the future," she said, adding that the maximum punishment for stealing postal items is seven years' imprisonment.

Galil said that due to difficulties in getting Postal Authority staffers to work late at night, it has had to use manpower agencies to supply workers.

"We won't be able to manage without getting workers from contracting companies, but as a result of this incident, we will examine our policy and institute stricter controls on these workers."

Galil added that the stolen goods that can be identified will be returned to their rightful owner.

"We recommend insuring valuables sent by mail," she said. "Anything sent by registered mail is automatically insured for up to NIS 350."

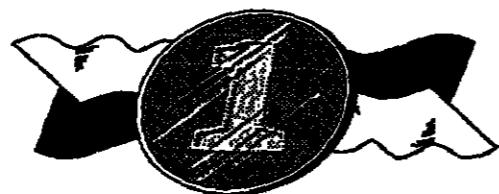
FACT OR FICTION?



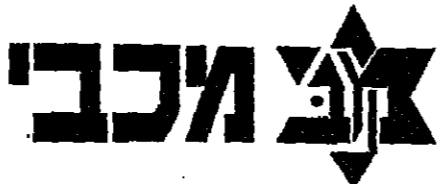
You can decide to which Health Fund you want to belong until the end of the month
You can choose between the best health fund in Israel, which year after year, study after study, has been named by the public as the best health fund - Kupat Holim Maccabi.
Or you can choose the fund which each time tells you a different story.

This month, once again, three public opinion polls which surveyed to find out which is the best Health Fund in Israel definitively stated - Kupat Holim Maccabi.

So, if you like stories - go to another health fund. But if you want to be in the best fund, with the most select health services you can choose for yourself and you family - your place is with us!



Gallup Research Institute: Maccabi - Number 1
Geocartographic Research Institute: Maccabi - Number 1
Mahshov Research Institute: Maccabi - Number 1



Maccabi - The best Health Fund in Israel



Yediot Aharonot's survey of services reveals: Maccabi is the best health fund, Maccabi Magen is the best supplementary health insurance.

RETURN / SHUVU
THE UNITED FUND FOR THE EDUCATION OF RUSSIAN IMMIGRANT CHILDREN IN ISRAEL

Our Information Center in the Old City is proud to present
A PESACH COLLECTION
of original fine artwork by the famous Russian Jewish artists
Gabriel and Jacob (Zapolsky) Shachar.
It will be possible to purchase paintings from the collection.
(Profits go to the benefit of Return/שובו)

Mr Jacob Zapolsky will be in the store daily from
10:00 - 12:00 and will be painting portraits and
autographing paintings.

Refreshments
3 Phugat HaKotel St. (next to the post office), Tel. 02-286406
HAPPY PASSOVER

THE PALESTINIANS BETWEEN TERRORISM AND STATEHOOD...

The *Palestinians between terrorism and statehood*

Pinhas Inbari's book provides an in-depth account of the current Israel-Palestinian peace process, including developments in the Israeli-occupied territories, and the internal struggles within the PLO and between the PLO and its adversaries.

Softcover, 258 pp.
JP Price NIS 95 incl. VAT, p&h in Israel

To: Books, The Jerusalem Post, POB 81, Jerusalem 91000
Please send me _____ copies of
The Palestinians between terrorism and statehood
Enclosed is my check payable to The Jerusalem Post. Credit card orders accepted by tel/fax/e-mail: orders@post.co.il

Name _____
Address _____
City _____ Code _____
Tel.(day) _____ Signature _____